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THE COVER

Gone is the traditional noise and confusion of loading and unloading baggage cars when these collapsible wire mesh containers are pressed into service. They are designed for easy fork truck handling. Elimination of confusion is only one advantage of this unique system. Through its use, Frisco Line hopes to save \$23,000 annually in mail handling (See Page 20).



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AUGUST, 1952

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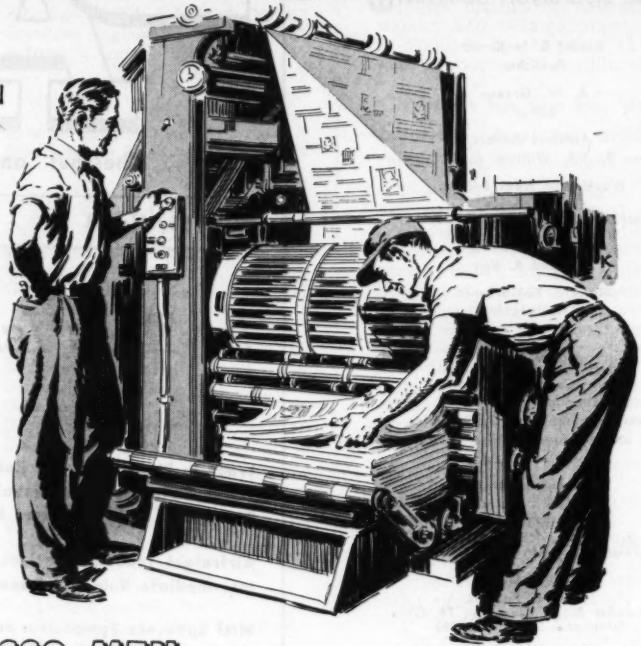
AUGUST, 1952

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ALONG THE WAY... OF **TWA**

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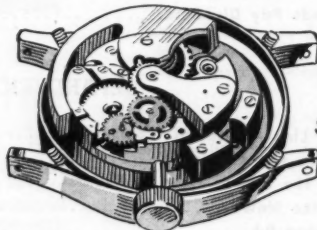


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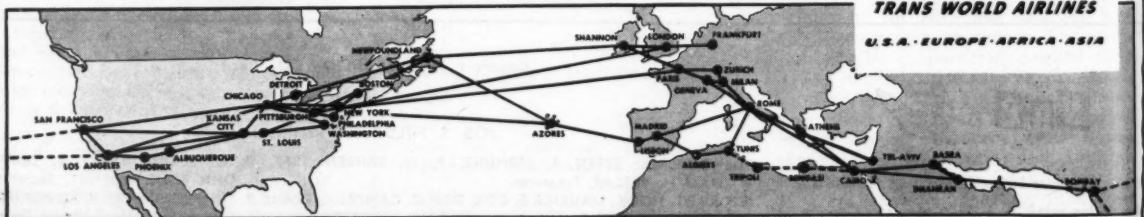
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MANUFACTURERS RELY ON TWA TO KEEP PRODUCTION ROLLING.



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Circle No. 113 on Card, Page 42, for more information

To Get More—Give More!

IN THE generation preceding "Rosie the Riveter," particularly in the era before World War I, ladies, and some gentlemen, who needed to earn a living, usually sought something dignified and genteel. If they didn't quite succeed, they found a way to make their jobs sound dignified and genteel.

Retail sales clerks, "assisted Mr. Jones with his shop." Other clerks, "assisted Mr. Smith, the banker," or some other prominent business executive. When Messrs. Jones and Smith had so many assistants that these gentlefolk never got close enough "to assist," they just plain "went to business."

What these nice people wanted to avoid was the impression that they did menial work.

In our book, it isn't the job, or its title, that dignifies the individual but, rather, the individual's personal success and character that dignifies the job. We long ago learned, for example, that bankers could be usurious, merciless, moneylenders; manufacturers could be cruel slave drivers; judges could be corrupt.

Over the years, we've known a number of lesser men, as job prestige goes, who left their mark in this world and earned undying respect in their communities—such as the REA truck driver in whose memory the people of a Texas city erected a monument for his service to the community.

Presently, progressive and aggressive traffic managers are trying to raise their vocation to professional standards. Unfortunately, as we listen to their individual and collective arguments in favor of this change, we think of the ladies and gentlemen who "went to business."

Let's take a look at the article on Page 22, "The Traffic Man and His Case for Professionalization." It presents the affirmative side as well as any we have read or heard to date. But, because the author has been unusually thorough, he has included what we think is one of the strongest negative points against not his cause but the means of attaining it.

Because the traffic man's activities do not produce revenue for his employer, he always will be regarded as part of his firm's cost of doing business. But there are overhead personnel who are productive and there are those who are non-productive; such as a designing engineer on the one hand and a maintenance

engineer on the other. Most traffic managers, unfortunately, are in the latter category.

Most traffic men we know have come up the hard way, most have but a primary or secondary education—plus some night school credits. It is to their personal credit that they have moved up the ladder as far as they have. We do not think that a college degree would increase their salaries—to any appreciable extent. Management always tries to hold overhead costs to a minimum. To get more money, management would have to have assurance that the man with the college degree would do a better job of handling freight, get lower rates with faster deliveries, fewer losses and less damage. Will a college degree insure this? We think not—if the only difference in education would be the subjects outlined by the author, who stresses more theoretical than practical education.

We lean to the practical side. For example, the author has omitted materials handling and packaging as necessary subjects for college study.

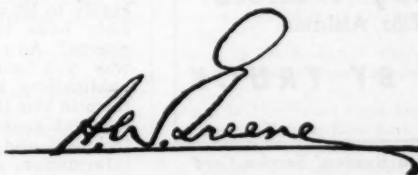
We've published any number of articles showing how some relatively small investment in handling equipment saved those companies many thousands of dollars. That's how the traffic manager can take himself partly off the "overhead hook."

Further, packaging has become more than tying a bundle or crating a piece of machinery. Scientific packaging has saved, and is saving, many firms thousands of dollars annually in packing materials, reduction in damage, etc.

That's another way that the traffic manager can be a greater asset to his company—and earn more money, dignity and respect in the process. The college degree method, without proportionate gains to management, may gain dignity but will meet with resistance in all other channels—such as higher wages.

We offer no negative case. In fact, DISTRIBUTION AGE, as no other publication, has lent its hand and voice to furthering the cause. We, personally, lent support, are now, and ever will—but in a more practical and, we think, in a more effective way. We are not criticising Mr. Griswold or his fellow thinkers. We offer these thoughts for whatever they're worth.

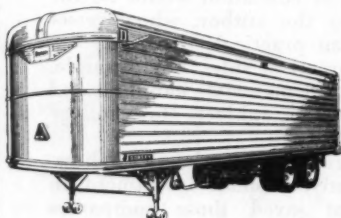
Fellows, you will have to give more to get more.



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Write your own shipping schedules to fit your production and sales picture: Low-cost transportation is yours to command with Dorsey Trailers!



Why Dorsey is best for fleet operators:

Simplified maintenance: No lubrication necessary for the Dorsey tandem . . . no frills to cause breakdowns and delays . . . Inexpensive servicing by Dorsey regional distributors.

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LETTERS

TO THE EDITOR

Warehouse Receipt

To The Editor:

A Customs House broker delivered to a warehouse a lot of goods, and instructed the warehouse to issue a non-negotiable warehouse receipt to a specified party. In a few days, the Customs House broker returned the non-negotiable warehouse receipt and instructed the warehouse to issue a new non-negotiable warehouse receipt in the name of another party.

Can the warehouse issue the second warehouse receipt without authority from the party to whom the first warehouse receipt was issued?

H. C. Konow
Secretary

Maryland Warehousemen's Assn.
Baltimore, Md.

It is quite impossible for me to give a definite opinion as to whether or not the Customs House broker could return the original non-negotiable warehouse receipt and have the warehouseman issue a new receipt. Apparently the broker had authority and acted as agent when instructing the warehouseman to issue the first warehouse receipt.

Quite obviously if the agency continued, the broker may have proper power to authorize cancellation of the old receipt and issue a new one instead. However, the outcome of a legal controversy of this kind would depend on the testimony given during the trial.—Leo T. Parker, Legal Consultant.

Overseas Request

To The Editor:

May we apply to you in the following matter.

One of our clients, a very great industry in western Sweden, has asked us for an article which is to be found in your publication *DISTRIBUTION AGE*, September, 1951, Page 26. It has the following title: "Nothing Is Too Big For Palletization" and is written by James Joseph.

Unfortunately we do not possess this journal, but should like to be able to meet our client's request. We take the liberty, then, of asking you kindly to let us know if we could possibly have the above copy free of charge? As a matter of fact the best way you can choose to make your publications known here is to place them in this library, as we are a Government central library for Swedish technical and industrial research and information. As a Government library,

however, we have to limit our purchases of literature because of our funds being highly restricted, and we are unable, therefore, to buy your journal *DISTRIBUTION AGE*, as it lies somewhat outside our sphere. We should appreciate it very much if you could accede to our request, and thank you in advance for an affirmative answer.

H. Tigerschiöld
Librarian

Library of Technology
Chalmers University
Gothenburg, Sweden

We are pleased to report that a copy of the September, 1951, issue of DISTRIBUTION AGE is on its way to Sweden, bringing to a happy conclusion this "International Incident."
—Ed.

Editorial Comment

To The Editor:

I have just finished reading your editorial in the June Issue of *DISTRIBUTION AGE* and was so impressed by your line of thinking that I felt I should write you and let you know how thoroughly I enjoyed this article, and think the only thing we need in this great country of ours is more men who think as you do.

I know that many will agree with your editorial, but too many people are hesitant about saying what they believe. Keep up the good work.

Frank Hallonquist
Traffic Manager

Wm. Cameron & Co.
Waco, Texas

Chamber Kudos

To The Editor:

I think that the Editorial Comment on Page 7 of your June issue is the most clear cut comment that I have read so far. It should be placed in the hands of every American citizen.

Ray Battorf

Chamber of Commerce
Grand Island, Neb.

To Messrs. Hallonquist and Battorf, the first two of a number of similar comments we received on Editorial "The Tide Has Turned," we say many thanks. Having your support, we will continue expressing our sincere convictions.—Ed.

Chuting the NEWS

Western Exposition Reported Sellout, Over 150 Exhibitors Apply for Space

Final preparations are nearing completion for the opening of the Western Packaging and Materials Handling Exposition August 12-14.

The exposition, which will be conducted in the Los Angeles Shrine Convention Hall, will feature 151 national and local exhibitors representing the two industries. The separate packaging and materials handling groups have arranged special programs for members in attendance.

One of the highlights responsible for attracting unusually large attendance from distant points is the Second Biennial Packaging and MH Institute scheduled concurrently by the University of Southern California.

A new film, entitled "Fruehauf GT—The Tire Saving Tandem," is being exhibited at Fruehauf Trailer Co. branches throughout the country.

Interstate Charge To Be Cancelled From Motor Freight Classification

Minimum charge provisions on interstate traffic are to be cancelled from the National Motor Freight Classification, probably in mid-November.

F. C. Freund, secretary of the trucking industry's National Traffic Committee, July 17 notified motor carriers throughout the country that the cancellation will be issued August 15, and will be effective 90 days later. The rule governing intrastate traffic will not be altered.

Carriers now relying on classification for their interstate minimum charge were advised by the committee to publish in appropriate tariffs a minimum charge rule to replace the cancelled classification minimum.



Trophy for finishing first in the electric truck division of the recent fork truck rodeo in New Haven, Conn., is presented to Wilfred Richotte by "Miss Connecticut."

Robert T. Phillips has been elected president of the Akron (Ohio) Traffic Club. The group's summer dance has been scheduled for Aug. 8.

(Please Turn Page)

Coming Events

- Aug. 3-5—Movers Conference, 1952 Assembly, Chicago, Ill.
- Aug. 12-14—Fourth Western Packaging and Materials Handling Exposition, Shrine Convention Hall, Los Angeles, Calif.
- Aug. 15-17—Central Motor Freight Association, Safety Rodeo and Motor Equipment Show, Peoria, Ill.
- Sept. 3-13—Convocation of Engineering Societies and Associations, Centennial of Engineering, Museum of Science and Industry, Chicago, Ill.
- Sept. 5-14—Washington Far East Trade Fair, Seattle, Wash.
- Sept. 9-11—Association of American Railroads, Treasury Division, Swampscott, Mass.
- Sept. 11-12—Second Annual Conference and Seminar, American Society of Traffic and Transportation, Pittsburgh, Pa.
- Sept. 18—Material Handling Institute, Meeting, Cleveland Hotel, Cleveland, Ohio.

- Sept. 20-24—National Freight Traffic Association, Fall Meeting, Lake Placid, N. Y.
- Oct. 1-3—American Shortline Railroad Association, Annual Meeting, San Francisco, Calif.
- Oct. 7-9—National Association of Shippers Advisory Boards, Meeting, St. Louis, Mo.
- Oct. 14-16—Society of Industrial Packaging and Materials Handling Engineers, Seventh Annual Exposition, Chicago Coliseum, Chicago, Ill.
- Oct. 18-24—National Metal Congress and Exposition, Philadelphia, Pa.
- Oct. 20-22—Associated Traffic Clubs of America, 29th Annual Meeting, St. Paul, Minn.
- Oct. 20-24—National Safety Council Exposition, Chicago, Ill.
- Oct. 20-25—National Business Show, New York, N. Y.
- Oct. 28-29—4th Biennial Materials Handling Conference, Westinghouse, Buffalo, N. Y.

- Nov. 5-7—16th Annual Time and Motion Study and Management Clinic, Industrial Management Society, Sheraton Hotel, Chicago, Ill.
- Nov. 20-21—National Industrial Traffic League, New York, N. Y. (Executive Committee, Nov. 18-19.)
- Nov. 30-Dec. 5—Exposition of Power and Mechanical Engineering, New York, N. Y.
- Dec. 18—Material Handling Institute, Meeting, Hotel Statler, New York, N. Y.
- Jan. 19-22—1953 Plant Maintenance Show, Public Auditorium, Cleveland, Ohio.
- Feb. 21—National Food Brokers Association, 48th Annual Convention, Chicago, Ill.
- Feb. 25-28—National Vehicle Show and Fleet Maintenance Exposition, New York, N. Y.
- April 20-23—Frozen Food Exposition, Grand Central Palace, New York, N. Y.
- May 18-23—Materials Handling Exposition, Convention Hall, Philadelphia, Pa.

Chuting the NEWS

(Continued from Preceding Page)

College-Industry Committee Formed To Study MH Engineering Education

A college-industry committee on materials handling education has been established, according to an announcement by the MHI.

Some 78 major manufacturers of MH equipment and 3000 MH engineers who are members of the American Material Society joined with engineering educational leaders to form the committee.

Howard M. Palmer, of Lewis-Shepard Products Co., was named temporary chairman of the committee. Between now and this fall, when the committee will reconvene

in Chicago, subcommittees will assess costs, plan financing, select a permanent chairman and outline initial steps, according to Palmer.

The committee hopes to make available to colleges and other study groups material of recognized quality for use in MH courses, to initiate development of new study material, to stimulate teaching of MH engineering on the college level, and to determine from industry what skills and understanding it requires in the MH engineers the college graduate.

—DA—

Rail Controls Lifted

NPA announced June 25 that it is eliminating unit controls over production of railroad contract cars to accelerate construction of vitally needed rail equipment. However, NPA cautioned that this action does not imply relaxation of inventory restrictions.

—DA—

Wage and salary control problems were reviewed by government and industry spokesmen at the Third Annual National Forum on Trucking Industrial Relations in Denver, Colo., June 23-26. The Forum was sponsored by the American Trucking Associations, Inc.



One of the largest lumber yards in the midwest, A. C. Reinking Co. of Kansas City, expedites its

storage operations with a Brainard steel stamping system as heavy loads are palletized.



Maintenance goes over with a "boom" at the new plant of Caterpillar Tractor Co. in Joliet, Illinois. A 6,000-lb capacity Yale electric crane truck equipped with a new articulated platform is used for faster, easier maintenance of lighting and overhead equipment in locations hard to reach by other means.

—DA—

New Service Order

Upon representations of the DTA, the ICC July 3 issued Service Order No. 888, Minimum Loading of Carload Transfer Freight Required, effective July 7. This order provides that "no common carrier by railroad, subject to the Interstate Commerce Act, shall permit carload shipments in box cars to be stopped-off in transit to partially unload under tariff provisions where the carrier will, at its convenience, or upon specific request of the shipper, transfer that portion of the shipment consigned to either the stop-off point, or points, or to the final destination, and forward shipment to stop-off point, or points, or final destination, in another box car unless the amount of such freight destined to the stop-off point, or points, equals or exceeds 15,000 pounds for each car."

—DA—

Container Statistics

Although the first quarter of 1952 started slowly for most container manufacturers, the year's activity is favorable with general economic activity expected to equal or go slightly above the 1951 level.



The "Mighty Mite" pictured above beside a conventional-size P-I-E Dromedary tractor, spearheads the Highway Safety Educational Unit of Pacific Inter-mountain Express. The unit is appearing in schools and areas along the P-I-E route.

—DA—

Materials Handling Men Meet in Michigan

More than 300 persons attended the Fourth Mid-Year Material Handling Industry Meeting on Mackinac Island last month. All business meetings of the four vertical trade associations were well attended.

Vertical trade associations—the Caster and Floor Truck Manufacturers' Association, the Conveyor Equipment Manufacturers' Association and The Industrial Truck Association—met July 1 jointly under the sponsorship of the umbrella organization, The Material Handling Institute.

Each of the presidents of the various trade associations presented interesting outlines of their various associations' activities, which gave the large gathering an insight as to the constructive work accomplished by each of the associations for their respective members.

—DA—

Branch Wins Award

Branch Motor Express Co. of New York has been awarded special recognition for its 1951 Claim Prevention Program by the American Trucking Association's National Freight Claim Council at its Annual Meeting in Omaha, Nebraska. The award was made during the 15th annual meeting.

educational Unit of Pacific Inter-mountain Express. The unit is appearing in schools and areas along the P-I-E route.

—DA—

Traffic Courses

The University of Wisconsin, Milwaukee Extension Division, in cooperation with the Milwaukee Traffic Club, Transportation Club of Milwaukee and the Women's Traffic Club of Milwaukee, is offering the following courses in traffic and transportation for the fall semester: Introductory Traffic Management, Intermediate Traffic Management, Advanced Traffic Management, Transportation Law and Freight Tariff Problems.

—DA—

Allen Named President

The recent annual meeting of the Forwarding Agents and Foreign Freight Brokers Association of New Orleans was held in the form of a luncheon at the International House. Following the luncheon an election of officers took place. J. W. Allen was named president.

—DA—

Annual Short Course

Four top University of Illinois engineers and economists will map out major problems facing the packaging and materials handling industries at the 7th Annual Short Course of the Society of Industrial Packaging and Materials Handling Engineers in Chicago this October. The four-day short course is sponsored jointly by the SIPMHE and two U of I divisions.

MEN IN THE NEWS

Materials Handling

Francis J. Kinsella—new Detroit sales manager, Standard Pressed Steel Co., Jenkintown, Pa.

Phillip H. McManus—elected vice president in charge of sales, Templeton, Kenly Co., Chicago.

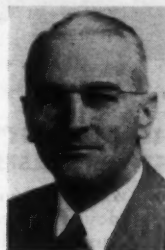
Harvey W. Bush—new general manager, Visual Production Planning, Inc., Connellsville, Pa.

Walter A. St. Clair has been named to head Hyster Co.'s newly created national accounts office in Chicago. St. Clair has been with Hyster since 1945.



L. G. Porter and Ray P. Johnson—elected vice presidents of Borg-Warner International, Chicago.

William A. McKinley—elected president of Midland Steel Products Co., Cleveland, Ohio.



Carl E. Duckwitz is the new vice president in charge of the Industrial Lift and Elevator Divisions of Globe Hoist Co., Philadelphia, Pa.

Emmett W. Hines—new general zone manager and vice president, Otis Elevator Co., New York.

John B. McCrea—named materials handling sales engineer, Pittsburgh Steel Co., Pittsburgh, Pa.

C. Robert Kaiser—appointed to the sales engineering staff of M. M. Rivard, Kansas City, Mo., distributor for Baker-Raulang Co., Cleveland.

Dan Olson—now assistant advertising manager, Evans Products Co., Plymouth, Mass.

George E. Demorest—named to the staff of the Materials Management Center, Wayne University, Detroit, Mich.

James Douglas—now deputy director of the new Region 3 office in London, England, DMPA.

H. A. Gardner—elected chairman of the board, Lyon Metal Products, Inc., Aurora, Ill.

The firm of William H. Martin, Indianapolis—named exclusive Indiana representative by Elwell-Parker Electric Co., Cleveland, Ohio.

(Please Turn to Page 40)

New TRAILMOBILE Model "EP" Offers... **EXTRA LOAD-CARRYING MONEY-SAVING FEATURES!**



Model "EP"—Exterior Post
closed top tandem

RUGGED NEW "EXTERIOR POST" DESIGN CUTS MAINTENANCE COST—INCREASES PAYLOAD!

Lightweight, extra inside width (91½ inches) and ease of repair and maintenance are standout features of the new Trailmobile Exterior Post Trailer. Formed aluminum panels, posts, roof quarter panels, doors and landing gear, put this model in the lightweight class.

Expert engineering and careful testing on the exclusive Trailmobile Stress Meter guarantee its load carrying ability.

Simplified construction is assurance of minimum maintenance and easy repairs.

The Exterior Post Model is also available in an Open Top Model, with all the advantage of greater payload with reduced maintenance.

Ask your friendly Trailmobile Branch for details and a quotation on the new Exterior Post Trailmobile.

*The Trend
is to* **TRAILMOBILE**

TRAILMOBILE INC.

Subsidiary of Pullman Incorporated

Cincinnati 9, Ohio • Berkeley 10, Calif.

Friendly Sales and Service from Coast to Coast

THE OPEN TOP MODEL "OEP" Trailmobile features an unusually strong and sturdy top rail. The rear header is hinged at both ends to swing in either direction, or it can be removed entirely.

ROOF BOWS are 1" steel pipe with a 10½" crown. The ridge rope is held fast by a spring coil at the front.

TARP TIE HOOKS are fastened to the body post and are self-locking, no knots to tie. Tie rails are provided on the rear doors. Another in the famous line of Trailmobile "Easy Rolling Trailers".

Circle No. 119 on Card, Page 42, for more information



Washington

By Karl Rannells, *Washington News Bureau*

DA

Control Patterns

Congress finally decided to keep a controls law for another year. Generally, it is not very different from the old one, although the administration claims it is materially weakened. Briefly, production and materials controls are extended one year (until June 30) with some limitations; wage-price controls are continued 10 months (until April 30). There will be less paperwork for some, but generally businessmen won't see much difference.

Pricing Policy

Herlong and Capehart amendments remain. The Herlong amendment assures wholesalers, retailers and other distributors their pre-Korean mark-ups. Wholesalers and retailers are not affected by the Capehart provision which gives producers price increases to offset cost increases through July 26, 1951. Reporting to OPS is eliminated when goods or services are offered and sold below ceiling. It is necessary only to certify to this fact.

Wage Controls

Under the extended Production Act, the WSB had its teeth pulled by losing its authority to step into labor-management disputes. It is now limited to recommending general wage policies and to advising, when asked, on the application of wage policies. This means that the Board, whose members must now be approved by the Senate, cannot take independent action as it did in the steel fuss.

Materials Decontrol

Authority to control and allocate scarce and critical raw materials is continued for another year. This means that steel, copper and aluminum are likely to remain as controlled materials until next July. Progressive decontrol of steel and aluminum had been planned for last half of 1952, with all controls except military priorities lifted early in 1953. Defense Production officials say that the steel strike has set the decontrol program back by six months, meaning that decontrol of steel won't come before next June.

Freight Handling

Freight handlers were beginning to feel the effect of the steel strike before the end of June. As July began, freight car loadings were reported off in weekly rate by close to 175,000 carloads—or more than 21 per cent. About 65 per cent of the non-moving materials could be tied down to three general groups—iron ore (off by 80,000), coal (18,000), and coke (off by 14,000)—all of which were largely the result of the steel plant shutdowns. No figures were available as to loss of highway freight.

Strike Impact

Full impact of the steel strike, however, will not be felt by the distribution and handling industries until later this year. This is because factory wheels continued rolling until metal inventories were largely used up. When they resume grinding out finished goods, it will be at a slower rate, partly because time will be needed to fill up the supply pipeline. And steel output will be at a reduced rate. Stoppage of ore deliveries over the Great Lakes is cutting down the usual 30 million ton ore stockpile which mills count on to carry them over the winter months when the lakes are iced over.

Building Crimped

The steel strike may also result in a reshuffling of plans for greatly expanded construction activity in the field of surface transportation, warehousing and storage, and port facilities. Prior to the strike, DTA had given the green light to plans for third quarter work in the three fields totaling nearly \$460 million. Much of this work may have to be delayed for three to six months for lack of materials.

Warehouse Incentives

Government expansion loans for warehousing have been few and far between. The primary reason has been that government standards have been tough to meet in most cases. On the other hand, the government has been fairly generous in granting certificates of necessity which permits accelerated tax amortization for expanded facilities. Latest report showed 141 certificates approved, covering \$30 million in warehouse construction against 94 denied.

Barge Program

Unless another shortage of tank barges should unexpectedly develop, no more tax amortization certificates are to be granted to this industry. No application received by the DTA after July 15 will be acted upon. Through June 15, the DTA says, something like 334 applications had been received and these, with new ones received before the July 15 cut-off date, should take care of the foreseen defense needs, the agency says.

Reducing Breakage

Agriculture Department studies made last year confirmed previous findings that on-end loading of crated melons, such as cantaloupes, cuts transit breakage by 65 per cent and reduces bruising in transit by one-half. No more time is required for this method than for the customary lengthwise

(Please Turn to Page 70)

When a shy miss said, "Yes sir . . . I may"
 Her beau wouldn't risk a delay.
 He said "I'll act quick
 To make the 'yes' stick
 And airFREIGHT the bridal bouquet."



DELTA airFREIGHT

Covers the South overnight

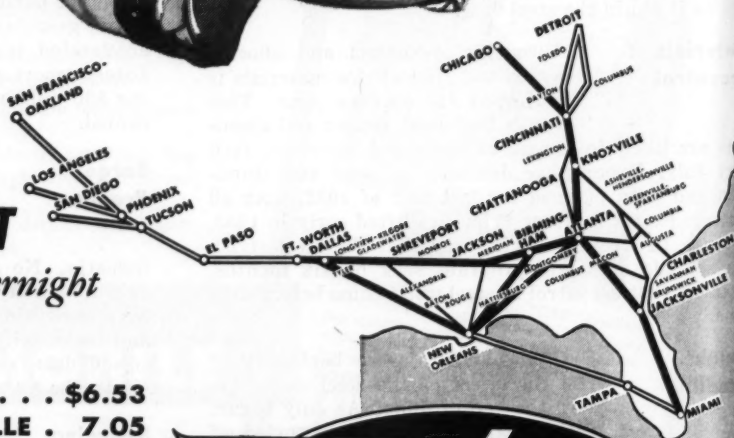
Typical Rates per 100 Lbs.

DALLAS-ATLANTA \$6.53

CINCINNATI-JACKSONVILLE . 7.05

CHICAGO-BIRMINGHAM . . . 6.55

For complete commodity rates and schedules write airFREIGHT
 Department, Delta Air Lines, Atlanta, Ga.



Circle No. 120 on Card, Page 42, for more information

What Is Right With The Railroads?

**Are there two sides to the question?
A traffic manager sees the RR's side**

SOMETIME ago, Ambrose J. Seitz, executive vice president of the Union Pacific Railroad, stated: "Our national transportation problem is more acute now than at any time in our history.

"It's solution will come only from a forthright appraisal which recognizes that each of the several component parts has certain inherent advantages and certain inherent disadvantages.

"Hence, it should follow logically that proper integration of the various transportation services would provide a coordination of effort, through which each assumes the task for which it is best suited and under which each carries the load it can handle most economically."

He stated further, "Our present social complex social and economic life cannot endure without an adequate and sound transportation system. The American railroads are the backbone of that system. No other carrier can fully serve all of our present or potential transportation requirements so completely as can the railroads. They must be kept vigorously alive and healthy to fulfill their obligations to the American people."

Criticism Is Widespread

Those few words are truthful and thought provoking. But, in spite of the fact that, the majority

By Arthur C. Roy

*General Traffic Manager
Penna. Glass Sand Co.*

of thinking traffic and transportation people will agree with these remarks: There probably has been no other period, since the early days of regulation, when there has been more criticism of railroad transportation.

Economic books written recently tell us that our railroads are decadent and entered this stage of falling into ruin as far back as the year 1900.

In conversations and conferences with some of our leading traffic and transportation men, statements have been made that the day is not too far distant when competitive modes of transportation will completely take over the transportation functions now performed by the railroads. As principal arguments the proponents of these statements point out higher rates, poor car supply, the swing to private transportation, the more flexible and speedier operations of various other modes of transport, and the development of conveyor systems for mass movements.

These statements, naturally, to younger men engaged in the field of railroad transportation have caused

consternation—a feeling of insecurity, and requests for advice as to their future. It is to these young men, especially, that this article is directed.

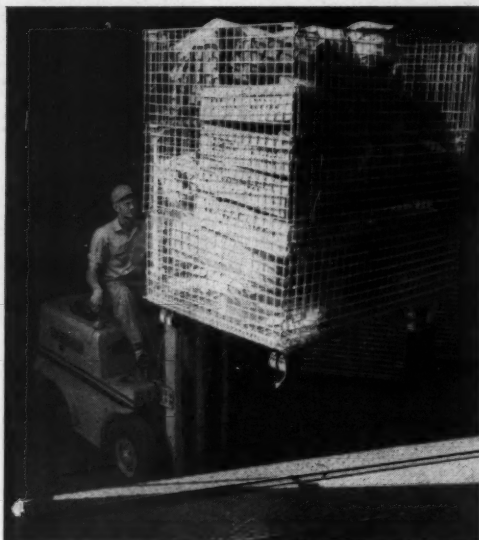
In addition, so many criticisms have been leveled at the railroads by industrial traffic men, that it is time for one industrial traffic man to take up the cudgel in their behalf and attempt to point out some of the things that are right with the railroads.

Problems Solvable

It must be admitted, first, that there are certain shortcomings and many problems. The future may look bleak, but many of the problems are capable of solution.

There is a place for the railroads in the present and future transportation market. They provide, we must admit, the best mode of transportation for many types of shipments and for specific commodities. They are capable of rendering a most efficient service when all conditions are normal.

But have we had normal conditions in the past two decades? A depression, World War II, and now, again, we are engaged in combat. Under these conditions, have you, in your own personal life, been able to fulfill all of your plans and obligations, and to lead a normal existence?
(Please Turn to Page 56)



Modern way to handle LCL freight
Fork truck driver picks up loaded
container to put on southbound train



Load of collapsed containers was
placed on this truck at Hoxie, Ark.,
to replace loaded ones on rail car

Frisco Saves **\$23,000 Annually** **Handling Mail**

The fork truck and mesh container plan
is so successful on Kansas City-Florida
trips that it may be utilized elsewhere

By L. H. Houck



V. B. Gleaves

The designer of welded
container is Frisco's
stations' superintendent

A NEW fork lift truck and mesh container system of loading and unloading mail freight is expected to save the St. Louis-San Francisco (Frisco) Railway Co. \$23,000 this year on the line's Kansas City-Florida route.

The system combines the mechanical equipment with the new-type mesh mail containers which were developed by V. B. Gleaves (see photo), superintendent of stations for the Frisco line.

The fork lift trucks also have been utilized as a cost-cutting factor at Hoxie and Jonesboro, Ark., important mail and express interchange points on the Kansas City-Florida route. The trucks are used in the LCL freight houses when they are not actually unloading mail trains.

Expect More Installations

Striking success of the new system at only two of the busy transfer points on the line will probably prompt similar installations at other points of the system—with greater overall savings for the railroad.

Frisco officials report that this "pilot plan" cost about \$10,000 to install.

The wire mesh containers are



Partial or full collapsible feature makes loading and unloading easier. Picture shows handling of baggage



Loaded containers of mail can be ranged along each wall of the baggage car but there is still room for movement in the middle

about twice as large in capacity as the wire containers used in most postoffices, with inside dimensions of 56 in. length, 40 in. width, and 54 in. depth. Each is collapsible, weighs 275 lb, and is equipped with skids at one end and dual wheels at the other.

1,500 lb Capacity

A coupler is located on the skid end, forming a lifting lip for a small, hand-operated, wheeled jack. A baggageman man, using this jack, can raise the skid end and roll loaded containers weighing as much as 1,500 lb. The dual wheels have four-in. treads which ease rolling over floor racks. The containers can be handled through doorways with a minimum width of six ft.

In addition to its 1,500 lb capacity, each container has a 70 cubic ft capacity, and will hold from 25 to 30 sacks of mail. Two sides of the mesh container can be folded for loading or unloading—or it can be collapsed for easy and economical transport.

When two containers are loaded or unloaded inside baggage cars, they can be placed lengthwise along each side, leaving a 24 in. aisle between the containers. Two contain-

ers can be unloaded on a standard four-wheel baggage truck, such as is seen on station platforms.

The wire mesh containers always remain in the baggage cars at Kansas City and Memphis, because they are loaded and unloaded inside the cars.

Interchange Points

Use of Hoxie and Jonesboro, Ark., as mail and express interchange points has effected a greater volume of mail handled. Previous methods of working at the two points had added considerable time to the fast schedule of the Kansas City-Florida train.

Last year, the Frisco line devised a plan which shortened transit time by three hours when it provided a setout baggage car at Hoxie and daily round-trip operations from Hoxie to Memphis, Tenn.

Truck Run Eliminated

When the fork lift truck and wire mesh container system was established this year, the truck run was eliminated at a great saving to the railroad. Now, officials report, mail and express is handled in less time than was previously required under the setout baggage car system.

(Please Turn to Page 59)

The Traffic Man . . .

and His Case For P

Plan for professionalism places emphasis on academic preparation, seeks ICC endorsement, and cites need for federal licensing to elevate status of traffic manager

MUCH has been said, in many words, about professionalization of the traffic man. Little, if anything, of a constructive nature has been done.

The mere passing of a written examination successfully, in no way makes a man a professional.

Hard to Find

A company needing a top level traffic man would have little or limited success finding one through normal channels. For example, not so long ago, the following help wanted advertisement for a general traffic manager appeared for several days in one of the best known newspapers.

GENERAL TRAFFIC MANAGER—Must have college degree and minimum 10 years' experience, legal training helpful. Knowledge of all traffic functions and distribution required in multi-plant operation. Salary \$10,000 or commensurate with ability and experience. Reply full particulars, age, experience, previous employment, Box 100.

Only ten replies were received, none of the applicants having ever held the position of general traffic manager. Four were employed as traffic managers, one as assistant general traffic manager and the balance as chief clerks or assistants to traffic managers.

None studied transportation subjects while in college, but all were required to take courses in economics, literature, history, psychology, mathematics, languages, physics, etc., in order to obtain an

By H. T. Griswold
Traffic Manager
Lamborn & Co., Inc.
New York, N. Y.

A.B. or B.S. degree. Six admitted attending traffic school and four worked for various railroads and trucking companies in diverse capacities. Some had experience of a transportation nature in the armed forces.

Four Practitioners

None knew of any college that required courses in transportation in order to obtain a degree. Six of the applicants claimed they wished

to change positions because of a lack of opportunity in their present positions. The other four wanted "to better themselves." Only four were registered practitioners, but never prepared a case for presentation before the ICC; however, they believed they could do so, if necessary, because they had been "taught how at the traffic school."

Educational Lack

It is a sad commentary on the traffic fraternity that the calibre of the personnel available is so totally lacking in educational fitness. What an opportunity for forward looking universities and colleges to prepare programs leading to a degree that requires a major in transportation. The impetus of demand created by World War II is unsatisfied.

Properly qualified traffic managers can write their own tickets. Several large corporation presidents employ as assistants men who are trained in transportation. Chambers of commerce, trade associations and large cooperatives employ similar personnel.

Air freight lines, import and export firms, motor carriers, railroads and industrial firms need trained traffic personnel who can "carry the ball" beyond the portals of the traffic department. The price is high, and the rewards are ample.

Proposed Course of Study

Freshman and Sophomore Years

Language, Literature, History, Economics, Mathematics, Psychology

Junior Year

Public Speaking, Argument and Debate, Statistics, Accounting, Taxes

Senior Year

Rate Making, Rules of Statutory Interpretations and Drafting, Consolidated Freight Classifications, Traffic Circular No. 20, Tariff Application and Construction

Special Studies

Constitutional Law—Act to Regulate Commerce, Clayton Act, Sherman Anti-Trust Act

Professionalization

Step-by-Step On the Road to Professionalization

1. Formation of committee made up of ICC representatives and deans of colleges now offering transportation courses, to establish basic course of study for a traffic major.
2. College acceptance with curricula leading to standard college degree.
3. Provisions allowing students to work for degree on regular day schedule or on parttime evening basis.
4. Trade recognition of traffic in a professional light, and trade assistance in the form of scholarships, grants, fellowships, etc.
5. Establishment of federal and state licensing statutes to protect the professional status of traffic men.

It must be borne in mind that all traffic costs of a given industry are on the debit side of the ledger; that is the cost is booked as a general expense. If in doubt, talk to an accountant. When a claim is collected it is credited to the claim account, or sales, production, purchasing, or to the buyer. It is not credited to traffic, routing, rates or reconsignment account, but usually is credited to general expense or the above departments.

Therefore, the recognition for collection is slight, little or none. In other words, the traffic department has only done what it is supposed to do. No consideration is given to the fact that it involved many man-hours, considerable paper work and the stenographers' time. All overhead costs are part of the burden of "doing business."

You may say, "But we are going to make the traffic manager a professional, then his lot in life will be improved and he will get belated recognition." However, what you mean is that he will get more money and occupy a higher niche

in the industrial picture. The idea is sound, but the method or execution by which it is hoped to be accomplished—is terrible.

Why can't we be realistic about this matter or, if you please, practical. In America it is possible for a person to go to bed on Monday an amateur and wake up on Tuesday a professional—but he has been duly and truly prepared before he can call himself an engineer, architect, accountant, pharmacist, minister, doctor, dentist or lawyer. It "just doesn't happen." He cannot do it by magic, sleight of hand, passing one set of examinations, or by mere labor in the vineyards.

Realistic Approach

Today we live in a highly specialized society. We find accountants who specialize in public utilities, banks, brokerage, insurance, municipal corporations and industrial accounting; lawyers who are specialists in corporations, negligence, surrogate's practice, real property and trusts; doctors who

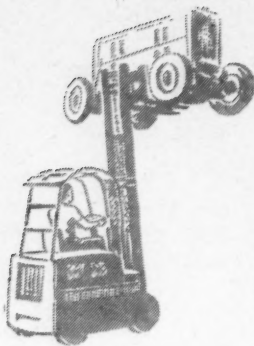
specialize in eye, ear, nose and throat, mind and body; engineers who specialize in civil, chemical, mechanical, electrical and aeronautical studies; and so it goes, ad infinitum.

However, all of them were obliged to follow a syllabus of study in order to enter any of these professions. Upon completion of this they usually are obliged to pass a state-prepared examination in order to be licensed to practice their chosen profession in the state of their choosing. Many must appear before an examining board or character committee and prove their fitness. There are no short cuts, connections or pull. However, there are a few matters in connection with the term professional that require clarification.

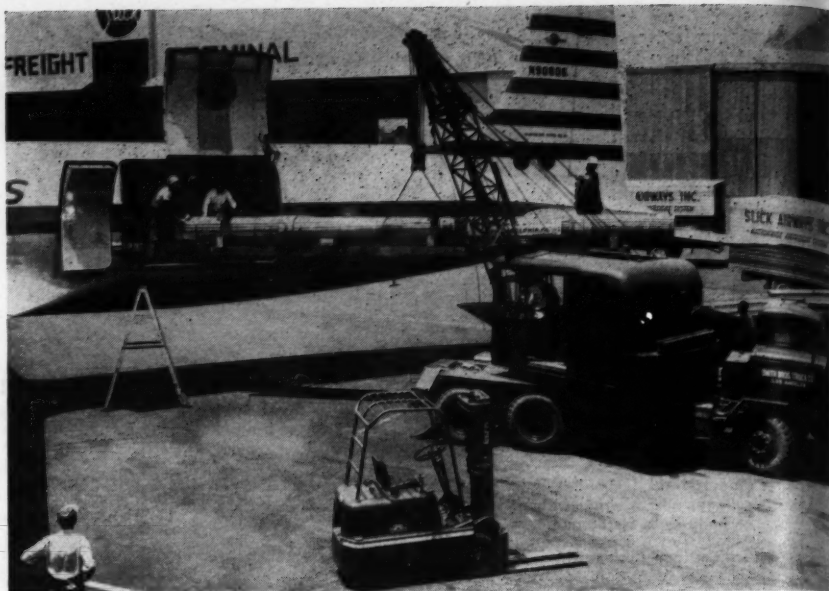
Real Professionalism

The term professional historically applies to the learned professions, of which there are three—theology, medicine and law. However, we live in an expanding society and the professional label is used to include many other vocations. Beauty parlor operators, basketball and hockey players, roller skaters and dancers are called professionals. Furthermore, baseball, tennis and golf players are also professionals, and many more fit into the same category. Where do we draw the line between one who is an amateur on the one hand, and a professional on the other? In the sports world we say if one performs for money he loses his amateur standing, but this rule does not apply in toto in the commercial world.

There is one professional field closely analogous to transportation (Please Turn to Page 49)



A 20,000-lb tie rod, largest item ever air-shipped, arrives at Burbank, Cal., destination



Airfreight Industry Tackles Heavy Machinery

Economy, speed, careful handling, limited packing are chief advantages

AS an airline passenger in the year 1935 you might have had the experience of boarding a plane and finding that you were seated next to a delicate piece of machinery—an electronic tube, perhaps—neatly packaged, like an orchid, in a cellophane-topped box, safely strapped in place and on its way, beside you, from New York to Chicago.

It was, although you may not have realized, an omen; a signpost in the history of aviation, and the forerunner of a vast new industry which today is coming into its own—the airfreight industry.

Recently the Midvale Steel Co., Philadelphia, was faced with a serious transportation problem. An Alcoa plant on the West Coast, working on vital defense production, was in urgent need of a tie rod for an extrusion press. Midvale had already shipped one rod by rail—a lengthy process, requiring two full-size railcars, and 15 days transit time—but now wanted to save valuable production days and get the second rod out West without delay.

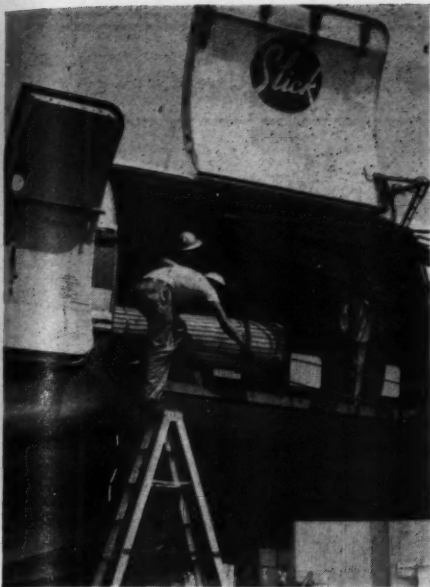
Ship 20,000 lb Item

Midvale contacted our company and by working together we solved

the problem. The huge, 30-ft tie rod, weighing more than 20,000 lb. was swung aboard a giant new DC-6A airfreighter, and the largest piece of machinery ever shipped by air commercially (See Photographs) was on its way to Alcoa. Eight hours later it was in Los Angeles, ready to be trucked to Alcoa's plant for immediate installation.

With this shipment successfully completed, airfreight came of age.

This new distribution giant, the airfreight industry, is testing its muscles by tackling the distribution problems of the heavy machinery industry. Its success to



Close-up shows heavy tie rod being removed by an overhead crane



No need for crating—airfreight uses this important cost factor

Two fork-lift trucks team up to hoist this lathe into a Slick C-46 airplane; airfreight men also claim speed of delivery, better handling as selling points



The shipper of this centrifugal pump saved shipping charges on 200 lb of tare weight ordinarily reported if he had shipped a crated item



By Donald Royer

Shipping

of shipping goods by air

date has surprised some of the nation's leading shippers to the extent that they are shipping exclusively by airfreight.

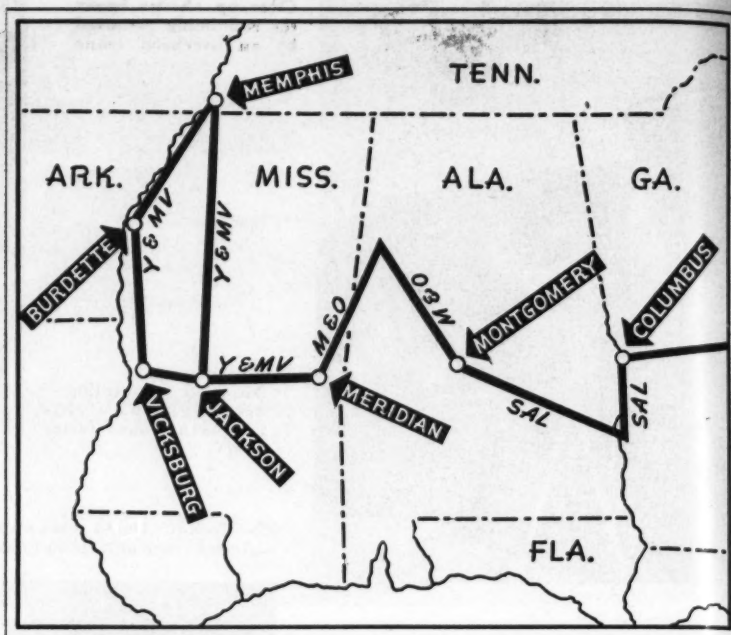
Advantages of Airfreight

Three distinct advantages are largely responsible for this comparatively recent development—the economy, the speed, and the better handling airfreight offers.

Many shippers have the mistaken impression that airfreight rates are high. Daily, our organization is disproving this, and in many cases, airlifting heavy machinery at rates lower than those

(Please Turn to Page 76)

By Harry G. Crafts
*Branch Traffic Manager
The Coca Cola Co.
Dallas, Texas*



The short line distance from Columbus, Ga. to Memphis, Tenn. is 410 mi., but this case involving an open route tariff cited shipments of cotton ginning machinery shipped via Burdette, Miss., a 776 mi. route, 89% circuitous.

Intermediate Rules ...

Some Observations

Intermediate points are defined as those points on the line of a rail carrier other than the original, junction or destination points. The maps on the following pages not only illustrate these intermediate points, but also show their role in circuitous routing.

This month's coverage of intermediate rules will include open route tariffs, circuitous routing, and local or joint rates versus proportional rates, as shown in these several ICC decisions.

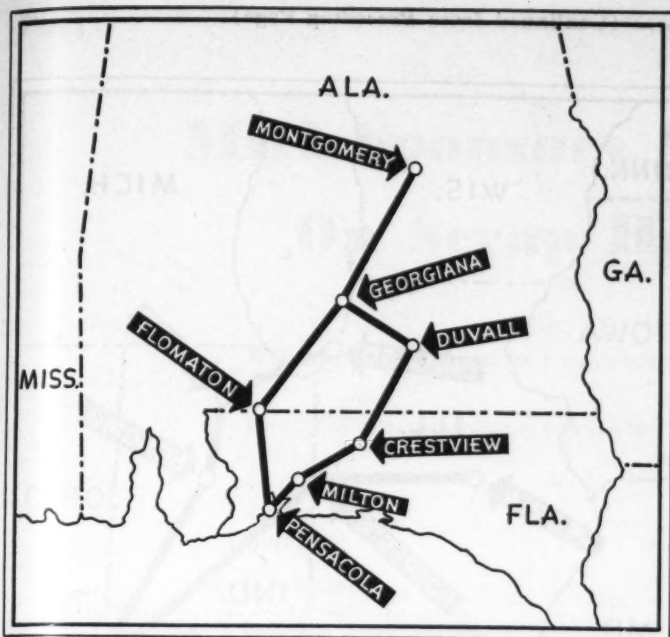
Traffic men define open route tariffs as tariffs which contain no specific affirmative routing, and do not contain a statement that rates apply via all routes made by use of lines of the carriers which are parties to the tariff as required by Rule 4 (k) of Tariff Circular 20. (Negative routing is more explicit and not usually open to different interpretations.)

The Supreme Court had before it a case involving such a tariff: offering a through rate between points which are connected by routes of the carrier, one more circuitous than the other. It ruled that the rate should be construed as applicable only to the shorter route; if to apply this rate via the longer route would involve the carrier in breach of the long and short haul clause (Section 4 of the Act).

686, decided May, 1931). While the Delmar decision involved the application of a rate over routes formed by the same carrier, the ICC has extended the same doctrine to apply where joint carrier routes are involved.

Some of the other facts the Commission has considered for the purpose of determining the question of a reasonable or logical tariff route, and which they have refused to recognize as such, involve routes:

1. Too long, or circuitous, as compared to direct routes or involving a backhaul. (See cases covering Rule 77 supra and Continental Steel Corp. v. N.Y.C. & St. L. et al, *infra*).
2. Embracing less efficient branch lines or involving interchange between different railroads



There are two rail shipping routes between Montgomery, Ala. and Pensacola, Fla., but complainant proved that shipping directly via Milton, Fla. would require 36 hours, while indirect route would take 4 days in transit.

Part 2

and ICC Decisions

(or between lines of same railroad) at little used junctions where facilities are not available for efficient handling of traffic. These are routes over which a shipper would not ordinarily request transportation service. (Non application of Group J rates from and to Denver & Rio Grande west stations south and east of Grand Jct., Colo. 66, ICC 96, decided Jan. 1922. G. Caruso & Co. v. St. L. & S. F. Ry. 156, ICC 429, decided July, 1929.)

3. Where there is no traffic handled over claimed route through the intermediate point. (Southern Cotton Oil Co. et al v. East Jersey R.R. and Terminal, et al., 172, ICC 62, decided Jan. 1931.)

An interesting case involving an open route tariff is Continental Steel Corp. v. N.Y.C. & St. L. et al

243, ICC 775, decided March, 1941. The issue involved was rates on iron and steel articles, carloads, from Kokomo, Ind., to destinations in Iowa, Minn. and Wis. moving via New York, Chicago & St. Louis (Nickle Plate) to Chicago or Peoria and connections.

Complainant contended that commodity rates from St. Louis, Mo., Peoria, Ill. or Chicago, Ill., as the case might be, which were allegedly more distant points, applied from Kokomo under an intermediate rule over routes of movement formed by the lines of the Nickle Plate and connecting carriers to destination. (See map, Page 28).

The Commission pointed out that it had never established any precise formula regarding what may or may not be a reasonable or natural

route. Each situation must be considered on its merits. On Page 779, supra, it said:

"The distance over the route of the Nickle Plate through Kokomo to destinations such as Mason City and Cedar Rapids, Iowa, Bangor and Arcadia, Wis. and Duluth and Mankato, Minn. from Peoria and St. Louis as compared with the distances over the short line routes are from 57 to 242 per cent circuitous from Peoria and from 32 to 123 per cent circuitous from St. Louis."

"From Chicago the line of the Nickle Plate extends eastward through Argos, Ind., thence in a southeasterly direction to Kokomo, thence in a westerly direction through Hoopeston to Peoria. From Peoria to Chicago the movement over the route of that defendant through Kokomo would be in the reverse direction.

Circuitous Routes

"In either case, the hypothetical hauls would be unnatural or in a reverse direction from that in which traffic from Chicago or Peoria would ordinarily move to points in western trunk line territory. To recognize the above mentioned grossly unnatural and circuitous routes, for the purpose of applying the intermediate rule at Kokomo, would be contrary to very purpose of the rule."

In a dissenting opinion, Commissioner Alldredge stated that he would require the application of the St. Louis rate to points in Wisconsin and certain points in Minnesota and Iowa on reasonable direct routes leading from Chicago to and through Minneapolis and St. Paul.

In dealing with intermediate notes in tariffs, under this head, it is necessary to consider matters outlined which are extraneous to the tariffs. There have been, however, no fixed standards set by the Commission as to them. The cases cited will act as a precedent and can be used as a guide in determining the application of intermediate notes in tariffs in this category.

More Distant Rates Routed

Where rates to or from the more distant points are specifically routed, and there are several routes of the same carrier—one of which

Intermediate Rules . . . (Continued from Preceding Page)

is shorter and more direct, and did not go through the intermediate point involved, and there are other indirect and longer routes which would embrace the intermediate point—such rates apply between the points involved via all routes. (Lawrence Construction Co. v. L. & N. RR. 120-ICC 316, decided December, 1926, and H. J. March v. C. M. & ST. P. & P RR. 269, ICC 753, decided February, 1948).

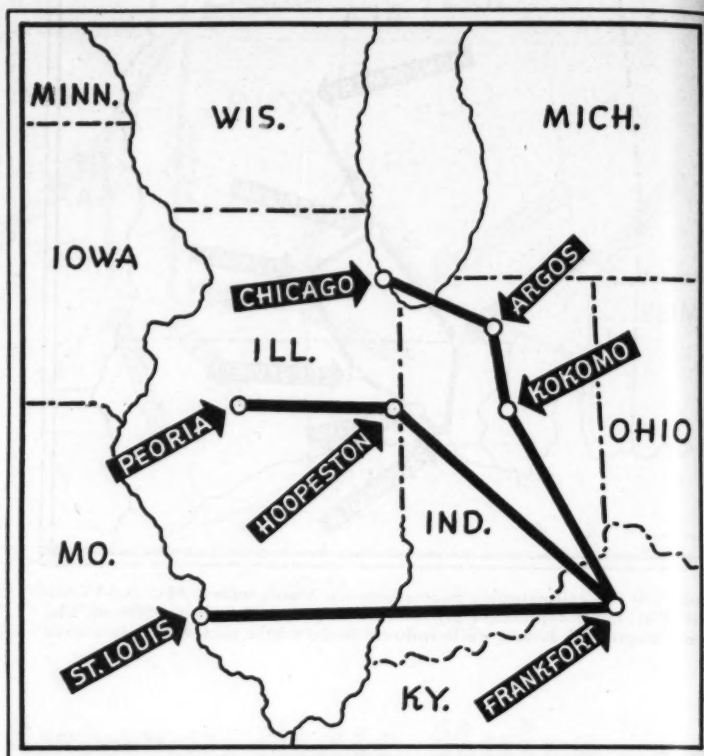
In the Lawrence Construction case, supra, there was involved a rate on gravel from Montgomery, Ala. to Milton, Fla. The tariff involved contained a rate on this material from Montgomery, Ala. to Pensacola, Fla., applicable via Louisville & Nashville RR. and subject to Rule 77. The L. & N. RR. has two routes between the latter points; the short line route through Georgiana and Flomaton, and the longer route via Georgiana, Duvall and Crestview which would go through Milton. (See map, Page 27).

36 Hours or Four Days

It was shown that shipments to Milton via the direct route required only about 36 hours, whereas shipments via the indirect route referred to required four days in transit and movement in five different trains. The Commission pointed out (Page 317):

"The route through Duvall is not unduly circuitous. This tariff provision, like all others, is to be construed in the light of its terms, and does not charge its interpreter with knowledge of operating or other conditions which would eliminate one or two apparently reasonable and available routes. To charge a shipper, or to charge us with such knowledge would nullify the effects of the tariff, as well as our enforcement of Rule 77."*

Some evidence was presented to sustain the reasonableness of the rate charged, but the Commission pointed out that in its decision covering Pittsburgh Crucible Steel Co. v. Director General, 81, ICC 659, decided July, 1923, there was discussed in detail the purpose of Rule 77 and there among other things is had said (Page 662):



This case involved rates on carloads of iron and steel articles shipped from Kokomo, Ind. to destinations in Iowa, Minnesota and Wisconsin via the Nickel Plate line. Complainant charged routing via distant points

"In view of the purpose of the rule, it must follow that rates voluntarily established thereunder from the more distant points are prima facie reasonable, and if reasonable from or to the more distant points, they must be deemed reasonable from or to the intermediate points."

The H. J. March case, cited above, also involved two segments of the same carrier, the longer of which embraced the intermediate origin in question. Here, the Commission observed (Page 755), "The question of circuitry of the route through the intermediate point, ordinarily of vital importance in proceedings of this character, has no

application where, as here, routing is specifically published in connection with the rate published from the more distant point."

These are important decisions worth noting, because there are numerous rates shown in tariffs routed via certain carriers with no internal or local routing, insofar as these carriers are concerned.

Where a tariff provides two rates between the more distant points, one of which applies via the intermediate point in question—but this route is restricted to apply only where shipments are stopped for partial unloading—the Commission ruled that rates or routes so restricted in their application only could be used accordingly, and route for stop off purposes could not be used for direct movements. (Bailey Mfg. Co. Inc. v. C. R. I. & P. Ry. Co. et al, 270, ICC 63, decided February, 1948).

(Please Turn to Page 52)

* Editor's Note—Additional information, in the form of ICC rulings, Court Decisions, Bibliographies and other pertinent data is available on statements showing a footnote. Space limitations prevent their publication. The Editors will be glad to send interested readers specific reference or more detailed explanations. Write to: Editor, DISTRIBUTION AGE, 56th & Chestnut Sts., Philadelphia 39, Pa., and supply footnote number.

MHI Sponsors Symposium On Scrap Handling

MH equipment manufacturers offer possible solutions to
knotty scrap problems presented by diverse industries

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*Special Assignments
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L. L. Poe
*Supervisor
Production Control
The Falk Corp.*

THE second in a series of unique user-manufacturer workshop-type clinics was held by the Material Handling Institute at The Drake Hotel, Chicago, on May 22nd and 23rd. Delegates from firms representing diversified industries met with manufacturers of various types of material handling equipment to discuss and solve specific problems of scrap removal in plants.

Today, manufacturers with extensive operations and numerous

Symposium Reports Coordinated

By Brian R. Carter
*Harry W. Smith, Inc.
New York and Chicago*

employees are plagued with scrap disposal difficulties, ranging from metal turnings and chips to paint and oil sludge, paper and refuse disposal. To find solutions for some of these headaches, operating executives from invited industrial

users of material handling equipment presented specific problems to the application specialists in attendance representing material handling equipment suited to the problems in question.

Because DISTRIBUTION AGE readers may have problems identical to those presented at this clinic, full discussion of the proceedings will be reported. However, because they were, of necessity, lengthy, the complete report will be divided into
(Please Turn to Page 61)



Clean Cars Can Cut Costs

Complete unloading is the receiver's job, but a joint effort by all involved can reduce damage, demurrage and debris

ANY shipper who ever started to load an empty freight car and found it littered with packaging material, dunnage, strapping or other debris—perhaps even garbage from some other shipper's plant—can get mighty discouraged.

He is apt to start wondering who's responsible for such a condition, how it can be corrected, and by whom.

According to his knowledge of the "dirty car problem," he may blame either the railroads or other shippers for the extra work and

money it costs to get a dirty car into condition for loading.

Well, who is responsible for such a condition? The answer to that lies in the opinion, almost universally held, that it is always a receiver's job to unload a car completely. And complete unload-



(Left) This is a typical dirty freight car; cans, dunnage, crating, strapping and even garbage ready to be cleaned up



(Right) Incomplete cleaning or careless handling methods can cause damage to freight car flooring, wallboards

(Left) This over-all view of the PRR's car cleaning tracks at Greenwich Point, South Philadelphia, was taken by Jim Ash, assistant editor, DA, to show rubble cleared from dirty cars

ing includes removal of everything connected with a load, including both packaging and bracing materials as well as the commodity itself.

Apparently then, inbound cars could be kept in the plant of a receiver and under demurrage charges until they are entirely cleared of inbound lading, or special charges might even be provided to compensate the railroads for car cleaning work that should have been performed by receivers.

A Job for Everyone

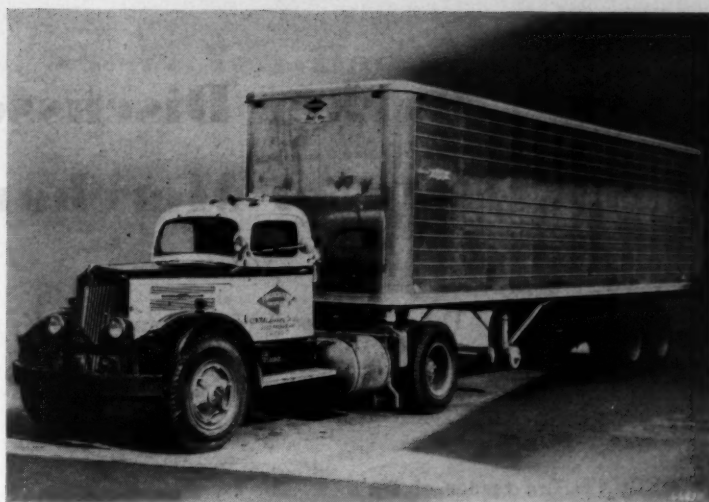
Instead of pursuing such steps, however, the railroads long ago took the position that the problem of complete unloading is one which must be solved cooperatively. Experience, attesting to the value of this course of action, has shown that generally, when the facts of car delay and extra costs are explained to a receiver, he will see voluntarily that his cars are unloaded completely.

The cooperative railroad-shipper campaign to promote complete unloading has been furthered in particular through the efforts of the thirteen regional Shippers Advisory Boards and by their national association. During World War II, these boards formed Car Efficiency Committees to obtain from local railroad people information as to cars in which receivers repeatedly left dunnage or debris. The receiver's cooperation in improving his unloading was then requested. And since this generally constituted shippers' talking over a mutual problem with other shippers, it got good results.

Car Efficiency Committees

Since the Korean outbreak, the Shipper Boards have intensified their work in order to deal more

(Please Turn to Page 60)



Aluminum Van Trailer Permits Heavier Pay Load

FRUEHAUF TRAILER CO. has announced production of the Road-Star, new, smooth-panel, aluminum van trailer, designed to give a bigger pay load with lighter construction. Advance design proven in the aircraft industry provides these Road-Star advantages without the sacrifice of strength.

Important new developments include monocoque construction and the employment of extruded aluminum shapes of scientific construction which give outstanding strength and rigidity. The extruded sections feature Z-bar columns and bows providing rigid box construction.

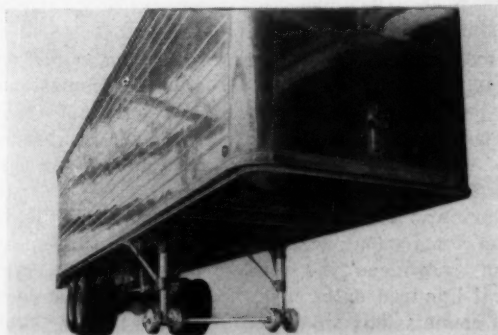
Although revolutionary in many respects, the new trailer

does not depart from basic Fruehauf design, and there is the usual choice of two spring suspensions.

Use of aluminum throughout resulted in extreme weight savings. Forged aluminum wheels are stronger than the conventional steel, and save 90 lb per axle. Two-speed aluminum supports save another 125 lb, and pressed girder-type aluminum cross members give the same load capacity as steel, but weigh only half as much.

Floors are of extruded aluminum design and the smooth aluminum body panels provide full length and height for display purposes. •

Circle 28 on Readers' Service Card



Parker Discusses New Law of Merchandising

These cases will clarify and amplify its major points

RECENTLY a reader of DA's "Within The Law" column raised this interesting legal question in a letter to the author:

"We sell and distribute merchandise to retail dealers through our salesmen. If a salesman who sells on a commission basis receives weekly advances from his employer, must he repay the money 'advanced' to him over and above the amount of his earned commissions?"

According to a recent higher court, the answer is no. This is so because various higher courts have held that where a contract of employment with a salesman provides for advance payments to be charged to and deducted from the commissions to be earned by the salesman, the employer cannot recover from the salesman such excesses or advances unless the employer proves that the salesman agreed to repay the amount of money advanced over and above the commissions earned by the employee.

Written Contracts

For example, in *Harold Co. v. Junglas*, 88 N. E. (2d) 586, the testimony showed that a salesman (Junglas) made a written contract with the company to sell its products. This written contract provided that the company would pay Junglas a weekly "advance" or "draw" of \$36.00. The advanced weekly salary was to be deducted from earned commission payments. The company "advanced" the salesman several hundred dollars, but his earned commissions amounted

By **Leo T. Parker**

*Legal Consultant
Distribution Age*

to only \$35.00. Junglas refused to refund his employer the difference between the advanced money and \$35.00 earned commissions.

In subsequent litigation, the higher court held that Junglas need not repay any money to the company, and said:

"The record is totally lacking in evidence of any promise or agreement by Junglas that he was to be obligated to repay any amount of advances over earned commissions. The record is devoid of any evidence of conduct from which such an obligation could be implied."

Draws and Commissions

Also, see *Anagnosti v. Almy*, 252 Mass. 492. Here the contract provided that the salesman was to have a drawing account of \$100 per week. The salesman drew \$1,500 more than his earned commissions.

The higher court held that the salesman need not repay this amount to his employer. This court held:

"Advances by employer in excess of commissions earned by employee are not recoverable by the employer, in absence of agreement to that effect, expressed or implied."

Therefore, the law is well established that an employer cannot recover from a salesman any "advancements" unless the testimony proves that the salesman agreed to

repay unearned commissions advancements.

Modern higher courts consistently hold that no sale contract is valid unless both contracting parties definitely agree on the exact quantity, quality and price of merchandise being purchased.

For example, in *Staley v. Harvey*, 226 S. W. (2d) 897, a seller wrote a purchaser as follows: "This will confirm our sale to you of 600 tons of soil pipe and fittings to be delivered at the rate of 100 tons per month starting in January and to be completed during June. As quoted, the price on victory weight pipe (sizes two in. through six in.) will be list price plus 23½ per cent f.o.b. cars. The terms on this sale will be sight draft B-L attached payable at the Tyler State Bank & Trust Co."

The seller refused to ship the merchandise and the purchaser sued for damages. The higher court held the contract indefinite and refused to award damages. In holding the contract void and unenforceable, the court said:

"The letter does not define what is meant by 'list price.' The letter does not grant to either of the litigants the option to select and determine the particular grades, sizes, or items to be delivered at any time. Grounded upon such facts, the court concluded that the letter relied upon entirely as the basis of a binding contract was unenforceable, being incomplete and lacking mutuality."

Quite obviously the seller would have been liable in damages to the purchaser if the contract had

clearly stated first, what was meant by the "list price" and second, the letter sent by the seller to the purchaser had stated that the purchaser had the right to specify the grades, and sizes of the pipe he wanted the seller to deliver.

Seller Pays Commission

According to a late higher court decision, a broker who acts as agent for purchasers cannot legally accept commissions from sellers.

For example, in *Federal Trade Commission v. Herz*, 150 Fed. (2d) 450, the testimony showed facts, as follows: One Herz acts as agent for the purchase of fur and garments for various purchasers. On each purchase order Herz receives from the seller a commission, generally five per cent of the sales price, but he received no commission or other compensation from the buyers.

The lower court convicted Herz of violating the Clayton Act, as amended by the Robinson-Patman Act. The higher court approved the verdict, saying:

"The respondent (Herz) received from sellers commissions on transactions. . . . This result is a price discrimination in favor of the retailers who do business with the respondent (Herz) and is contrary to the purpose and the language of the statute."

Price Agreement

Considerable discussion has arisen from time to time over the legal question: "If manufacturers and sellers have, for a long period of time, used a so-called freight equalization plan which enabled them to sell merchandise at uniform delivered prices, are they immune from statutes directed against 'conspiracies' in restraint of competition?"

According to a late higher court decision, the answer is yes. This court also held that circumstantial evidence may be used to prove unlawful conspiracy to fix prices of merchandise.

For example, in *Milk & Ice Cream Can Institute v. Federal Trade Commission*, 152 Fed. (2d)

(Please Turn to Page 98)

Sheds New Handling Light

Planning and the right equipment enable this terminal to handle 1,000,000 lbs. of freight a day

WITH all 26 doors raised, the new terminal of the Campbell "66" Express Company in Springfield, Mo., looks like little more than a shed—a shed constructed of steel and masonry which handles about 1,000,000 pounds of freight a day. The cross-dock cost of this large operation is five cents a hundred pounds, and Mr. Campbell believes that this figure can be reduced to 4½ cents by streamlining his procedures still further.

Secret of this economical operation lies in the smooth flow of freight across the 100-foot wide dock made possible by proper handling equipment and planning in the construction of the terminal. Seven Mobilift fork trucks handle all the loading and unloading chores, one truck working two trucks, either loading or unloading.

Attention was given when the terminal was planned to the handling problems to be faced. There are 13 doors on each side of the building at which 26 trucks may be accommodated. Incoming trucks line up on one

side, outgoing on the other so that freight can go directly across the dock, from one truck to another, or be assigned to a space on the floor for at the most a few hours. One important feature is that the dock on two sides of the terminal stands at different heights to receive city delivery trucks and over-the-road trailers. This means that no dock boards or special equipment have to be used in loading and unloading operations. •



Above—Stock being unloaded at one of 13 receiving docks. Below—stock is moved directly across floor for immediate shipping or assigned temporary floor space



Bridging A Handling Gap

These magnesium bridges have speeded up freight handling, and are themselves simple to handle

THE installation of two magnesium lift bridges at the Railway Express Agency facilities in the Erie Railroad Terminal, Jersey City, N. J., has resulted in a 50 per cent increase in the efficiency of the handling operations involved in loading and unloading express cars. And with this increased efficiency has come added protection against loss and damage to shipments.

The magnesium bridges, designed and manufactured by Magline, Inc., are installed across track pits between the express platforms in the terminal. They were brought in to meet a handling situation where express is moved from the receiving docks to the platforms to which express cars are shunted every day for loading and unloading, at specified hours according to the demands of current business. Before these bridges were used, it had been customary to throw wooden bridges across the track pits, using a guide plank, a hand-truck, and the labor of five employees for about 15 minutes four times a day.

Direct Delivery

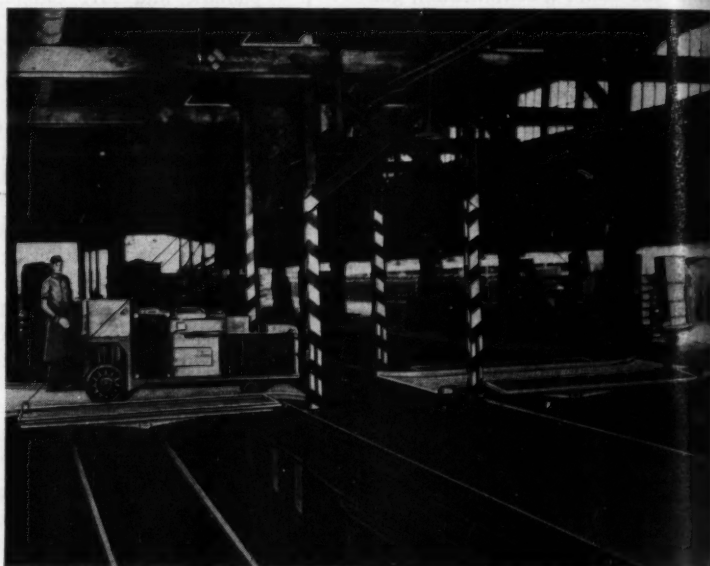
With the old wooden bridges, tractors hauled trains of trailers to the bridge head. From there on the trailers were moved by manpower since the wooden bridges could not support the tractor. Now, the tractors cross over the new magnesium bridges with their trains of trailer-trucks and deliver them directly to the loading doors of waiting express cars—and in a matter of minutes.

Built of magnesium alloy, each bridge weighs only 430 pounds,

and can be raised or lowered by one man with ease. Since they come almost fully assembled installation is a simple matter. Fifteen feet long, six feet wide, the bridges are fitted with 30-inch wire screens projecting on each

side to provide added safety for workers and shipment.

Those who have watched the bridges in operation feel that their use will spread in answer to handling and other problems of railroad freight terminals. •

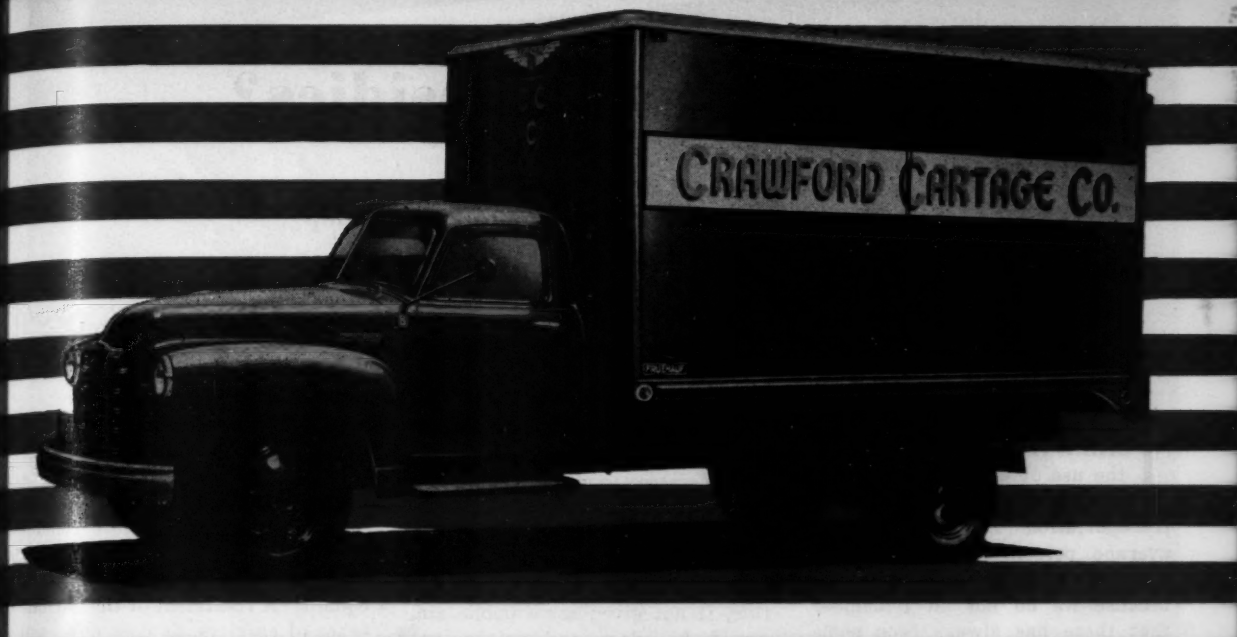


When the bridge is lowered, tractors and their trains can cross the track pits and deliver their loads directly to the doors of waiting freight cars

The magnesium lift bridge can be raised out of the way when it is not being used, as is shown here. Built of magnesium alloy, the bridge weighs only 430 lbs. and can easily be handled by one man



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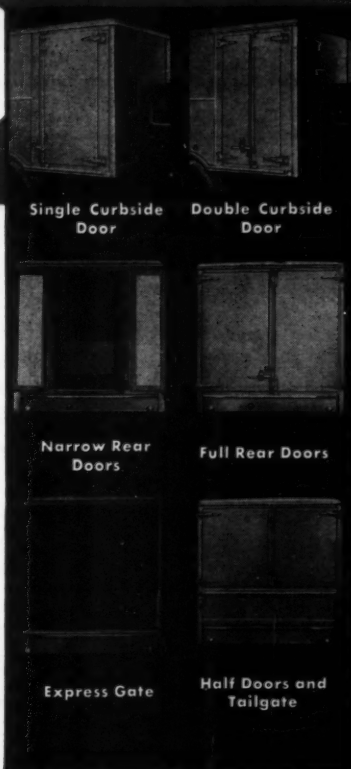
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- ★ Immediate Assembly!
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BODY DIVISION
FRUEHAUF TRAILER COMPANY
 DETROIT 32, MICHIGAN



ASK for Fruehauf's convenient Make-Up Model Kit. It's easy to assemble a miniature with exactly the features you want—in a jiffy!
 *12 ft., straight frame, open rear end, taxes extra.



Circle No. 144 on Card, Page 42 for more information.

What About Subsidies?

They were needed at one time to help develop our transportation industry, but today their influence has become damaging to the industry

THERE is a lot of confusion in the use of the word "subsidy" to characterize public aid to transportation. This is because the average person does not analyze what the term includes, and also because we do not all remember that there has always been some form of government subsidy for every form of transportation in this country (except the pipe lines). The most common forms have been: (a) direct financial payments; (b) land grants in lieu of financial payments; (c) payments for carrying mail in excess of the costs of rendering such service; (d) provision of waterways, highways, airways and other fundamental transportation facilities; (e) taxation concessions; (f) financing of transportation research and development by the government.

Starter Aid Needed

It is generally agreed that some government assistance is necessary during the early stages of the development of any transportation agency. Costs are then high, and if the new agency has to make its rates high enough to cover all these costs, charges remain so high that demand leading to lower costs does not develop. Costs are high in any new agency of transportation because: (a) equipment is undeveloped and relatively inefficient; and (b) demand for the services rendered at prices covering total costs is limited.

Demand is usually slow at first for the services of any new agency of transportation because (a) acceptance of the new mode of transportation is slow; and (b) costs are

By John H. Frederick
*Transportation Consultant
Distribution Age*

high. Under these conditions, the growth of any form of transportation, if not given some public aid, would be slow and might not develop at all.

What've We Got?

The \$30 billion in subsidies spent by the federal government to provide transportation facilities over the past 30 years have been a major factor in determining the nature and extent of our transportation system. These expenditures have made possible our highways, waterways, airports and airways, *but they have not provided the efficient and economic transportation system we have a right to expect.*

**What can we show
for the \$30 billion
subsidies used in
the past 30 years?**

Instead, federal activity has been marked by "vague objectives, questionable methods of economic justification, narrowly conceived programming of expenditures, unsound financial policy, and defective administrative management.

The first step in improving the situation must be a realization of the complicated problems of *uneven*

distribution of federal subsidy, resulting in traffic gravitating to what may be uneconomic types of carriers (if all costs were considered). It is a question whether any transportation policy, emphasizing equality of treatment of the various types of carriers, as does ours, can ever be an accomplished fact without steps being taken to correct the impact of governmental promotional and aid policies.

Separate Promotion

Federal promotional activity really confuses the main issue! It keeps us from having a transportation system adequate for peace and war. Various transport media are being supported, at least in part, with federal funds, but neither the amounts of money spent, the purposes of expenditures, nor the methods of expenditure are governed by any common consideration. Each form of transportation is viewed and promoted separately. The federal agencies responsible for such activity really have no responsibility under present law to act otherwise.

Promotional programs are today based on different concepts of need and economic justification, and on different estimates of future traffic volumes. The amounts of money spent for each program are not determined by the relative urgency or desirability from the point of view of the whole transportation system. At no time, now, is there an effort to decide, for example, whether the national interest would be better served by spending more on one form of transportation and less on another. •



LIGHT PLANES represent United Mainliners and Cargoliners in the air, DARK PLANES Mainliners and Cargoliners on the ground awaiting passengers and cargo, or undergoing maintenance, or in reserve.

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Here's United's Air Freight Service in Action!

This is a picture of United Air Lines' Operational Control Center at a peak hour of any day. Scores of Mainliners and Cargoliners are en route, linking 83 key industrial cities in the East, the Midwest, all along the Pacific Coast and Hawaii. *And every flight is carrying air freight!*

At this moment, upward of 100,000 lbs. of air cargo and more than 2,000 passengers are being sped to destinations along United's Main Line Airway.

When you ship via United, your shipment goes on one of the world's largest fleets of

high speed DC-6s, spacious Cargoliners and new DC-6Bs.

And this picture is changing. Additional modern equipment—more DC-6Bs and Mainliner Convairs—is being delivered. They will add even greater capacity and more schedules to a pattern of air freight service that already is the finest in United's history.

For best advice and handling of your shipping requirements, call United. Or write: Cargo Sales Division, United Air Lines, 5959 S. Cicero Avenue, Chicago 38, Illinois.

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AIRLINES OF THE U. S.

Circle No. 121 on Card, Page 42, for more information

Materials Toter Cuts Costs 79%

**Handy conveyor moves variety
of small construction items
job-side in money saving time**



Six men and conveyor represent a 30-hour labor saving

SOME simple man hour arithmetic proves the value of a unique new portable conveyor for handling small construction items. Designed to take "hod" carrying out of the building trade, the materials toter has found practical use in other industrial and contracting fields.

Users claim the conveyor cuts handling costs at least in half. On one operation alone the recorded saving was 79 per cent, involving a drop in man hours from 38 to 8, and a \$34 per thousand reduction in handling costs.

1200 lb Capacity

The machine weighs only 385 lbs, is 20 ft long, 14½ in. wide, and has a 1200 lb load capacity. It features bridge type truss construction and torque frame to eliminate sag and twist and is equipped with a rough top, vulcanized rubber belt driven by a ½ hp gear motor.

The 79 per cent saving mentioned above involved getting a trailer load of cinder block from the ground to a second floor level. Without the conveyor, blocks first had to be unloaded to the ground

to permit release of the truck and driver. Two carpenters then erected a block and tackle, and three men, one down and two up, operated the lifting gear.

Direct Unloading

With the conveyor, one end of which was set on an 8-ft horse and the other rested on the second floor window sill, the trailer was parked adjacent to the horse and blocks unloaded directly to the belt. Three men worked from the truck and three above.

The block and tackle method required six hours to unload the trailer, two hours carpentry work, and 30 hours to locate the blocks on the second floor, for a total of 38 hours. Six men with the conveyor spent exactly 80 minutes, or eight man hours, on the job.

At a local scale of \$1.60 per hour, actual savings on this particular job mounted to \$48 (\$60.80 compared to \$12.80). In addition, the per unit handling cost was reduced from .043 to .009 and the per thousand handling cost from \$43 to \$9.

Other contractors have reported handling economies of from 50 to 70 per cent with this Mar-Rail Conveyor Co. toter in getting such items, as brick, glazed tile, sand, lime, cement block and short pieces of lumber stockpile to job-side. •

Portable toter is also practical for unloading rail cars, trailers and trucks





Here you see the P-I-E Preventive Maintenance Program in action at the Denver General Shops. Line-haul tractors move down the service line for check-up and lubrication before taking to the road again.

P.I.E.

—another guarantee of
on-time-arrival
when you ship P-I-E

With the facilities of the General Shops at Denver and five District Service Shops, a comprehensive program of preventive maintenance is conducted by P-I-E. Safety checks, regular service, replacement of parts and complete overhauls are performed on a predetermined mileage basis. Here's another P-I-E "behind-the-scenes" operation that insures dependable over-the-road service to shippers. Another reason why

Shippers agree—it's P-I-E!

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MEN in the NEWS

(Continued from Page 13)

Walter H. Krueger—now president of Flexa Steel Products, Inc., Chicago, Ill. (Mr. Krueger was former vice president and general manager of American Steel and Iron Works.) The newly formed Flexa Co. has named **Robert C. Evans** sales manager.

Packing and Packaging

Charles A. Southwick, Jr.—new technical director in charge of research and development, H. P. Smith Paper Co., Chicago.



Roland T. Hanger has been named assistant manager of the Bogota Container Division of Robert Gair Co., New York.

Edward Burgurs, Jr.—added to sales force, Kraft Bag Corp., New York.

Ralph C. Hammer—named general line salesman, Wood Conversion Co., St. Paul, Minn. **J. E. Gadiant**—named to similar position.

A. G. Hepburn—new director of sales of kraft wrapping, asphalt coated, and laminated kraft paper made at the Tomahawk, Wis., and Jaite, Ohio, mills of National Container Corp.

William E. Levis—named a director, Robert Gair Co., Inc., New York.

William A. Eger—promoted to assistant sales manager, American Box Co., Cleveland, Ohio.

Robert Johnston—appointed technical service director, paper chemical department, North American Cyanamid, Ltd., Canada.

John F. McGreevy—joined central engineering department, American Cyanamid Co., New York. **C. B. Clark**—retired June 30 as director of patent department at the Stamford Research Laboratory.

Traffic

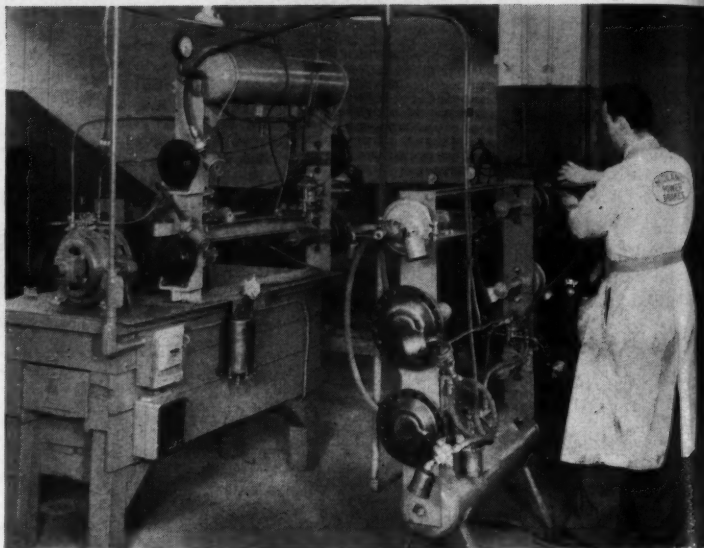
Ralph R. Lindley—appointed traffic manager, Mike Krasilousky Trucking and Millwright Co., New York.

John P. Krumech—appointed vice president of Shippers' Car Line Corp., New York, N. Y.

Ivan W. Plumley—new district traffic representative in Mich., Ohio and Ky., KLM Royal Dutch Airlines.

Henry H. Laskau—a student at the Academy of Advanced Traffic, New York, will compete in the Olympic Games in Helsinki, representing U. S. in the 10,000 meter walk.

A. C. Van Alstine—appointed assistant traffic manager, the Blatz Brewing Co., Milwaukee, Wis.



This mechanism just looks like a "Rube Goldberg" invention. Actually, it is a very practical device for applying break-down tests to power braking equipment in the fastest possible time. Here, it is testing 10 brake chambers, 10 quick release valves, two

relay-emergency valves, two relay valves, two foot-control valves, a bus door operating engine, and a 4½ in. air cylinder—all at the same time. It is giving these units a tougher beating than they would take in a life-time of actual use.

—DA—

—DA—

Edward F. DeSilvia has been appointed traffic manager of the C. F. Smith Co. Stores newly acquired chain in Detroit. National Tea Co. has also named **Allan F. Fefferman** traffic manager in Chicago.

G. B. Perry—named assistant traffic manager, Houston Port and Traffic Bureau, Port of Houston, Texas.

Transportation—Air

Earle T. Carkin—named superintendent of mail and express, United Air Lines, Chicago.

—Highway

Max L. Strausser—appointed assistant Philadelphia zone manager, GMC Truck and Coach Division.

H. B. Worrell—elected president, Central Motor Freight Assoc., Chicago.

Rufus B. Jones—appointed director of industry service department, Trailmobile, Inc., Cincinnati, Ohio.

John O'Hearn—assistant manager of warehouse and moving department, Consolidated Freightways' Portland, Ore., headquarters.

Col. James F. Pinckney—appointed general counsel of the American Trucking Associations, Inc. ATA also appointed **Lewis C. Kibbee** chief of its equipment and operations section.

Dallas Nelson, James Wise, Clint Imel and Andrew Molnar—Pacific Intermountain Express drivers out of Denver, Col., cited for valuable assistance to Kansas Highway Patrol at the scene of a serious accident in June.

—Rail

Robert W. Hopkins—new Denver Terminal superintendent, Union Pacific Railroad.

Joseph M. O'Mahoney—retired June 30 as director and secretary, New York Central Railroad.

Curtis M. Yohe—elected president, Pittsburgh and Lake Erie Railroad.

—Water

Capt. Robert T. Sutherland, Jr.—Joined Grace Line as assistant to the operations vice president.

Warehousing

Sturgis S. Wilson—elected president, Schieffelin and Co., New York. **W. J. Schieffelin** became chairman of the board.

V. G. McCarty—elected executive vice president, Anchor Storage Co. and Riverside Warehouses, Chicago.

Norris C. Sewell—appointed manager, Northwestern Transfer Co. Warehouse No. 3, Portland, Ore. **John B. Kiernan**—retired May 31 as shipping clerk and warehouse superintendent after more than 39 years of service.

Joseph Davidson—elected president, Davidson Transfer and Storage Co., Baltimore, Md. Also elected—**B. D. Davidson**, vice president; **J. I. Davidson**, secretary; **H. A. Davidson**, assistant secretary; **David Davidson**, treasurer; **H. E. Young**, assistant treasurer.

(Resume Reading on Page 15)

EASY TO READ

EASY TO OPERATE

And you get long, *accurate* service with these Fairbanks-Morse built-in advantages.

Fairbanks-Morse Dial Scales speed weighing because they're designed for easiest reading. The weighmen can read the correct weight at a glance. Even with drop weights applied, weights are still read right at the point of the indicator . . . no mental calculations are required. It's easier . . . faster . . . more accurate. Human errors are eliminated.

Check these features that mean fast, accurate weighing, with your Fairbanks-Morse weighing expert or write Fairbanks, Morse & Co., 600 S. Michigan Ave., Chicago 5, Ill.

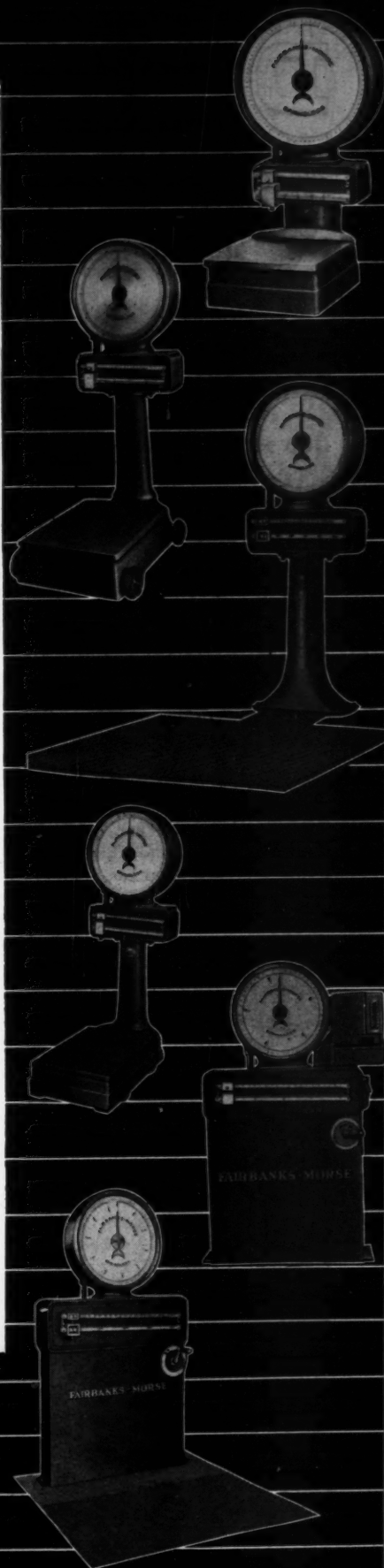
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FARM MACHINERY • MAGNETOS

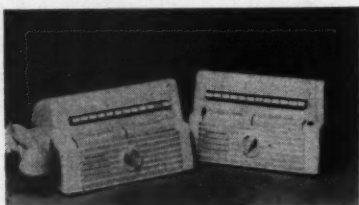


DA NEW Products

FOR FURTHER INFORMATION USE READERS' SERVICE

Job Fitted Intercom

Talk-A-Phone Co. has introduced a job fitted intercommunications system with 11 optional features designed so that a single system may be adapted to any specific requirement, from a simple inter-office system to the most elaborate

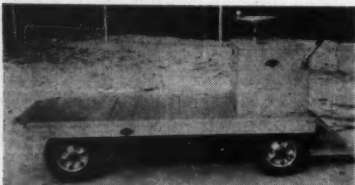


industrial layout. The 11 features include busy signal, Redi-power, dynasonic performance, multi-magic selector, privacy handset, earphone, right-of-way relay, hold-a-matic push buttons, silent touch bar, and uni-trans features.

Circle 11 on Readers' Service Card

Power Truck

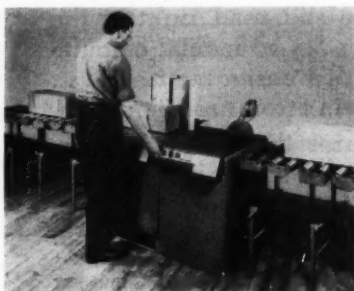
Versatility is the keynote of a new one-ton materials handling power truck developed by Consolidated Industries, Inc. With 21 sq ft of loading space, removable 24 in. stanchions can be stowed in a rack under the platform. Chain driven by a 3.10 hp Briggs and Stratton engine, its speed range may be varied by a choice of sprocket sizes.



Circle 12 on Readers' Service Card

Strapping Machine

A new power driven strapping machine is in production at Acme Steel Co. Designed to speed high volume flat steel strapping operations and reduce operator fatigue, the machine produces strap joints by spot welding. Built to accommodate many package sizes, the machine's 31-in. table height permits it to be installed in standard height conveyor systems. The strapping operation is completed in a matter of seconds, with all operations formerly requiring physical methods being done by the machine. Elec-



trically powered and electronically controlled, machines can be furnished to accommodate strap sizes in widths of $\frac{3}{8}$, $\frac{1}{2}$, $\frac{5}{8}$ and $\frac{3}{4}$ in. and in thicknesses up to .023 in. A full range of strap tensions up to 750 lbs can be obtained.

Circle 13 on Readers' Service Card

Heavy-Duty Chassis

A Sterling-White chassis developed for oil field operations and other heavy-duty service has been announced by White Motor Co. Model SB 3255D is engineered for handling drilling rigs and heavy machinery, with variations avail-

able for logging and other heavy-duty off-the-road operations. A 200 hp diesel engine provides the power. Dual transmissions, 4-speed main and 3-speed auxiliary, give a wide selection of gear ratios. Top speed is 42 mph in overdrive and,

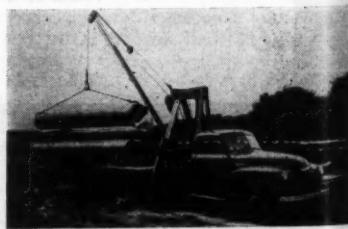


with both transmissions in low gear, total reduction is more than 120 to 1.

Circle 14 on Readers' Service Card

Improved Crane

Pitman Manufacturing Co. has in production a new model of the Hydra-Lift with a hydraulically powered boom that can be mounted on the frame of any truck $1\frac{1}{2}$ tons or larger. Hydra-Lift B requires only 40 in. behind the cab of a truck, has a loadline capacity of 6400 lbs, and a swinging boom which telescopes from 12 to 17 to 22 ft. Other improvements include lever controls and a wider angle between the boom and topping cable.



Circle 15 on Readers' Service Card

CARD

Power Belt Conveyor

Newest addition to the Speedway line is Speedlift, Jr., a lightweight, low-price, portable belt

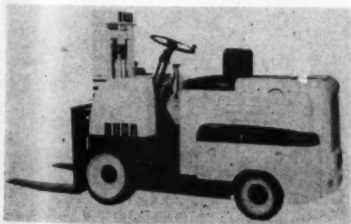


conveyor. It is completely portable and easily adjustable and can be used at any angle up to 30 deg. It will move all types of material on its rough top, 3-ply, 12 in. duck belt.

Circle 16 on Readers' Service Card

6000 lb Fork Truck

The first 6000 lb capacity fork lift truck ever manufactured by Buda Co. has been announced as

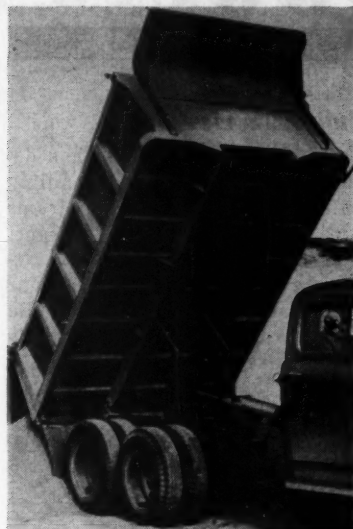


being available in two models, gasoline powered FT60-24, and diesel powered FTD60-24. Rated at a 24 in. load center, the new series offers a choice of two gasoline or two diesel engines. A 72, 84, 108, 114 or 120 in. lift is available as standard on any of the trucks.

Circle 17 on Readers' Service Card

Hydraulic Truck Line

A complete new line of hydraulic dump truck body hoists and bodies has been announced by St. Paul Hydraulic Hoist Co. With up to 22 per cent more payload than previous models, 14 models of the new hoist are available in capac-

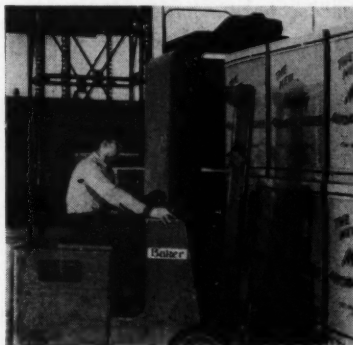


ities of from 6 to 25 tons. The hoists feature low standard mounting height, advanced lifting point, new low operating oil pressures, Uniflex subframe, and friction free roller bearing drive mechanism.

Circle 18 on Readers' Service Card

Forkless Fork Truck

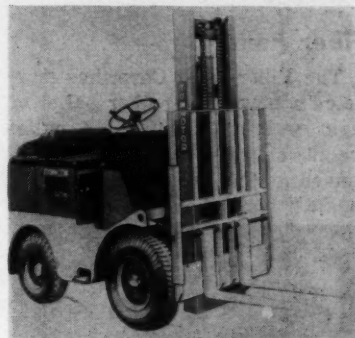
A forkless fork truck allows Maytag Co. to stack its cartoned washers without skids and haul them two-at-a-time from storage to shipping areas in about one-third the time formerly needed. Attached to the frame of a standard Baker 1500 lb capacity model is a metal lip which hooks under the flaps at the top of the carton. A back plate prevents carton damage.



Circle 19 on Readers' Service Card

Safety Backrest

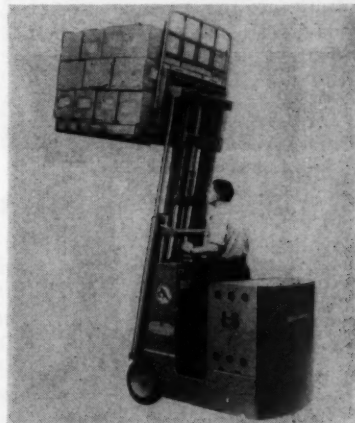
Safe handling of unusually high multi-unit loads is simplified by the Towmotor Extension Backrest, now a standard Towmotor accessory. Extending from the vertical carriage frame, the Backrest facilitates handling stacks of case goods, bags, bales or other loads which normally extend above the top of the carriage.



Circle 20 on Readers' Service Card

New Fork Truck Line

Lewis-Shepard has marketed the new SpaceMaster electric fork truck line. Speed, direction and braking are accomplished with one master control lever. With a choice of four speeds forward or reverse, magnetic controls allow the operator to throw the master control lever into full speed forward and get smooth, automatically timed acceleration. It is not necessary to stop the lever at each speed stop. The line also features dynamic braking, which permits the operator to decelerate and stop his



truck without use of his mechanical brake. This is accomplished by use of the master control lever in the palm of the operator's hand.

Circle 21 on Readers' Service Card

DA NEW Products

Continued from previous page

Fiber Pallet

The Fiber-Weld Corp. has marketed a new strong fiber pallet of light weight. A 40 x 48 pallet weighs only 8½ lbs. Originally intended to be expendable, experimental tests have proven that

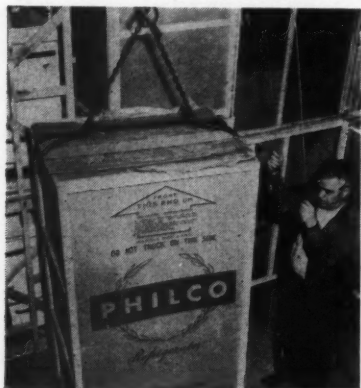


many additional trips can be made with the pallet. The units may be utilized with palletizing adhesive or the material strapping method of binding the load.

Circle 22 on Readers' Service Card

Crate Handling Grab

The problem of a simple grab for handling crates has been met by Mansaver Style 1054SN. This grab is proportioned so that it will not dig into the corrugated or plywood sides of a crate, but will lift

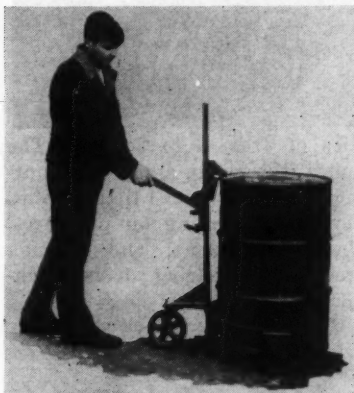


only by the upper cleat. It is adjustable so that various sizes of crate can be handled with the same grab.

Circle 23 on Readers' Service Card

Full Drum Handling

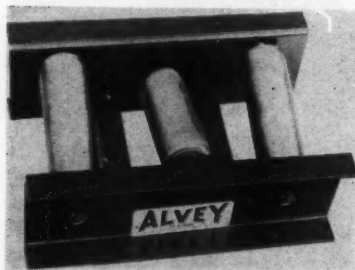
Kist Machine Co., Inc., has designed the Drumobile, a handling unit that will safely lift full drums with cover removed and transport them from place to place. By moving the Drumobile around drum or barrel and moving the handle downward, the full container is easily raised. It handles up to 850 lbs.



Circle 24 on Readers' Service Card

Trough Type Conveyor

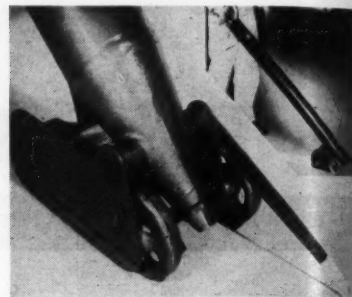
A Vee-Conveyor has been introduced by Alvey Conveyor Mfg. Co. Material traveling the conveyor is automatically centered. Each roller is slightly tilted, with alternate rollers tilted in opposite direction to form a trough. Pipes, boards, bars, shapes, shells and similar items roll easily without benefit of side guard.



Circle 25 on Readers' Service Card

Marking Machine

A new version of the Florline marking machine, which makes it possible to mark safety and parking lines within one-eighth in. of partitions, aiseways, tool cribs,



machines and stock has been developed by H. C. Sweet Co. Completely without motor or attachments of any kind, it operates on the gravity feed principle. It is made with a brush that can be raised with a lift of the hand to retrace a line, make skip lines, or roll to other areas without marking.

Circle 26 on Readers' Service Card

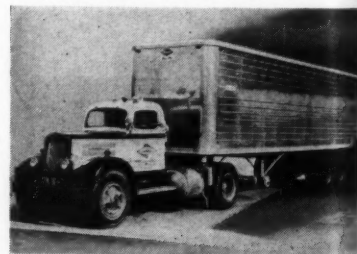
Gravity Conveyor

Rapid-Wheel gravity conveyors with special wheel arrangements and spacings to handle many different types of merchandise are designed in varied models to handle small tote boxes, cylindrical products and small parts.

Circle 27 on Readers' Service Card

Aluminum Van Trailer

Fruehauf Trailer Co. is in production with Road-Star, its new smooth-panel, aluminum van trailer of exceptional lightness for big-

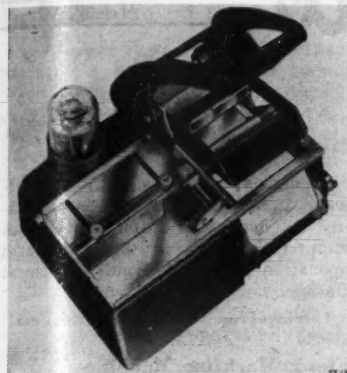


ger pay loads without sacrifice of strength. It features monocoque construction and employment of extruded aluminum shapes of scientific sections which give outstanding strength and rigidity at minimum weight.

Circle 28 on Readers' Service Card

Master Addresser

Model 10 Master Addresser manufactured by Master Addresser Co. is a low-cost addressing unit which requires neither plates, stencils, ribbon or ink. It prints from carbon impressions typed on

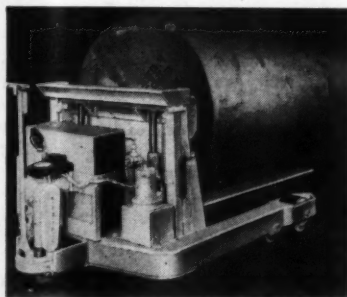


a long strip of paper tape. Addresses are transferred to envelopes, folders, statements, etc., by the hecto spirit process. Users prepare the master type on a standard typewriter.

Circle 29 on Readers' Service Card

Battery Powered Truck

Moto-Truc Co. has introduced a new 8000 lb capacity lift truck powered by an 18 V battery unit and with a maximum 14 in. hy-



draulic lift. With a load length of 8 ft, dual 10 and 7 in. load wheels prevent wedging of front wheels in floor slats. Dead Man controls are standard with automotive type brakes applied to the drive wheel.

Circle 30 on Readers' Service Card

Portable Stock Cart

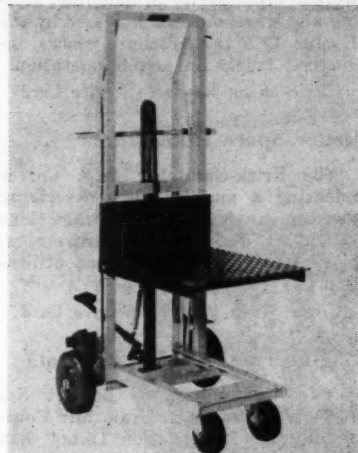
A new stock and feeder cart, the Steelmobil, to speed up handling, transportation and feeding of steel sheet and bar stock to punch presses and other equipment within industrial plants has been announced by Jarke Manufacturing

Co. It has a working top of 10 gauge steel, flanged on all sides. The frame is of heavy tubular welded construction and it is equipped with swivel-type casters. Capacity is set at 2000 lbs.

Circle 31 on Readers' Service Card

New Model Lift

To ease movement of heavy loads over rough, uneven floors a new model Big Joe Hydraulic Lift has been introduced. Loads up to 750 lbs are raised or lowered by "Step-On-It" pedal pressure. To make horizontal movement of the loaded lift similarly easy, the new



Model 14S Platform Lift is equipped with heavy duty, dual ball bearing, 6-in. diameter swivel casters.

Circle 32 on Readers' Service Card

New Mack Tractors

Three new tractors have been introduced by Mack Truck Corp. to meet demands for equipment to carry bigger payloads and remain within legal limits. Mack added tractor power and cut chassis weight in its three new models, A-54S, A-54T and A-55T. Ratings

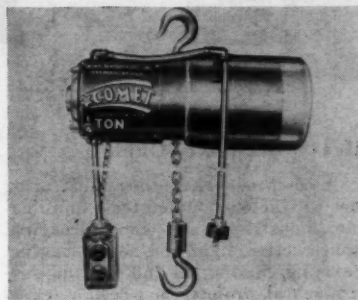


range from 45,000 to 58,000 lbs GCW, with high power-weight ratio. Two are powered by 158 hp gasoline engines and the third by a 165 hp diesel.

Circle 33 on Readers' Service Card

Push Button Hoist

Chisholm-Moore Hoist Corp. announces addition of a push button control model to the line of Comet electric chain hoists. It is available in capacities from 250 lbs to 2000 lbs and plug in opera-



tion from any single phase lighting circuit, 220 or 440 volt power line. Sensitive load control speeds spotting.

Circle 34 on Readers' Service Card

Snow Attachment

Yale and Towne Mfg. Co. has announced a new readily detachable combination snow plow and salt bin attachment for use on the standard Yale 2000 lb capacity fork lift truck. The attachment, which clamps on the forks, can be removed or installed in a matter of minutes.



Circle 35 on Readers' Service Card

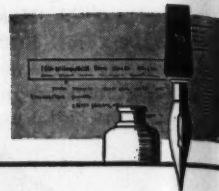
Pallet Dolly

Flexibility in moving loaded pallets in close quarters is provided by an easy turning pallet dolly announced by the Samuel Olson Mfg. Co. Each side of the dolly has a large roller in the center and smaller rollers at each end. With the load evenly distributed, weight is balanced on the large center rollers, allowing the loaded dolly to turn or guide like a two wheel cart.

Circle 36 on Readers' Service Card
(Please Turn to Page 48)

FREE

Literature



Heavy Machinery Guide

A comprehensive guide illustrating use of tractor-mounted tools in all basic industries such as railroading, construction, light and heavy logging, farming, mining, oil and gas and governmental projects has been released by Hyster Co.

Circle 50 on Readers' Service Card

Conveyors for Industry

Palmer-Bee Co. has released a four-page, illustrated bulletin describing uses of conveyors in various industries.

Circle 51 on Readers' Service Card

Gravity Conveyor Catalog

Lamson Corp. has released a new 28-page, two-color catalog which contains size and specification data on gravity conveyors, as well as detailed construction characteristics. Proper selection and application of the equipment are illustrated.

Circle 52 on Readers' Service Card

Labeling Idea Book

The Ever Ready Label Corp. has released a 24-page "idea" booklet which gives suggestions and illustrations for the use of labels in packing and packaging.

Circle 53 on Readers' Service Card

Straddle Tying Truck

The new design of the Raymond straddle-type tying truck is described in a bulletin distributed by The Raymond Corp. The bulletin gives complete specifications and illustrates the truck operating in elevators and tying.

Circle 54 on Readers' Service Card

Public Servant No. 1

A thorough picture and story discussion of the nation's motor transport industry as related to "modern" highways is contained in The Fruehauf Trailer Co.'s 28-page magazine entitled, "10 Challenging Statements That Tell the Truth About Highways."

Circle 55 on Readers' Service Card

Public Utility Brochure

"A Study In Progress" is the case history of how one major public utility is reducing costs and increasing worker productivity in handling, storing and warehousing. Released by the Hyster Co., the brochure shows industrial trucks in actual operation.

Circle 56 on Readers' Service Card

Better Space Utilization

The Frick-Gallagher Mfg. Co. is releasing a mailing piece describing the company's line of storage bins which are designed to improve storage methods and boost space utilization.

Circle 57 on Readers' Service Card

Engineering, Application Data

A revised edition of Booklet No. 2008-H, "Cleveland Tramrail Engineering and Application Data," has been issued by the Cleveland Tramrail Division of The Cleveland Crane & Engineering Co. The booklet explains the cost cutting effects of using tramrail overhead materials handling equipment.

Circle 58 on Readers' Service Card

FILMS

Safety Film Winner

The International Harvester Co.'s sound motion picture, "Day In Court," winner of the National Committee on Films for Safety award in the traffic and transportation safety field, is available for distribution.

Circle 59 on Readers' Service Card

"Package For Profit"

International Staple & Machine Co. has released its new sound movie, "Package For Profit," an 11-min performance which explains the principle of the retractable anvil stapling machine, and how it drives and clinches staples to close corrugated or fibre boxes, tops and bottoms simultaneously, after the boxes have been filled.

Circle 60 on Readers' Service Card

Hydraulic Crane Scale

Hydroway Scales, Inc., has released an eight-page bulletin describing its hydraulic crane scale, which eliminates weighing stations, saves operation time and avoids equipment tie-ups.

Circle 61 on Readers' Service Card

Floor Marking Machine

The Florline Marking Machine, for use in warehouse and factory floor marking, is described in a booklet and information leaflet released by the H. C. Sweet Co.

Circle 62 on Readers' Service Card

Rotary Marking Machine

A rotary marking machine, reputed to double marking speeds and halve marking costs, is described in a four-page, illustrated bulletin issued by the American Tag Co.

Circle 63 on Readers' Service Card

Trolleyphone for Industry

"Your Voice of Action" is the title of a six-page brochure describing and offering the Femco Trolleyphone, new plug-in model series for low cost communication wherever existing wires can be utilized.

Circle 64 on Readers' Service Card

Rotary Roll Paper Clamp

The Elwell-Parker Electric Co. has announced publication of a new bulletin covering the application and operation of its rotary roll paper clamp, a fork truck attachment. The attachment can save up to 30 per cent warehouse space by closer tiering and elimination of pallets and dunnage.

Circle 65 on Readers' Service Card

Mercury Reference Catalog

A new 44-page product catalog is available from Mercury Mfg. Co. Printed in two colors, the reference book includes the entire line of current model tractors, trailers, fork lift trucks, platform lift trucks and load carrying trucks.

Circle 66 on Readers' Service Card

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Fork Lift Truck Series

Bulletin No. 1570 from Buda Co. describes the manufacturer's modern Diesel or gasoline powered FT series fork lift trucks, available in capacities from 3,000 to 7,500 lb.

Circle 67 on Readers' Service Card

Moving Equipment Catalog

A 40-page catalog from ElKay Product Co. lists hundreds of essential items for the moving, trucking, storage, warehousing, furniture, television and appliances, piano, vending machine, and rug and carpet industries.

Circle 68 on Readers' Service Card

Comparative Truck Tire Data

The National Assn. of Independent Tire Dealers has made available its survey of 1952 comparative truck tire price levels.

Circle 69 on Readers' Service Card

Air Freight Information

A new "Air Freight Memorandum Tariff," designed to simplify and localize air freight rates for shippers in 11 major areas on its coast-to-coast and Pacific coast system, has been issued by United Air Lines.

Circle 70 on Readers' Service Card

Steel Shelving Equipment

Precision Equipment Co. has released a complete, 24-page bulletin describing its line of steel shelving.

Circle 71 on Readers' Service Card

For Water Shippers

Announcing the availability of a reprint advertisement which describes the facilities of the Port of Philadelphia, The Delaware River Joint Commission of Pennsylvania and Delaware, invites inquiries for more information.

Circle 72 on Readers' Service Card

Resin Adhesive Sealing

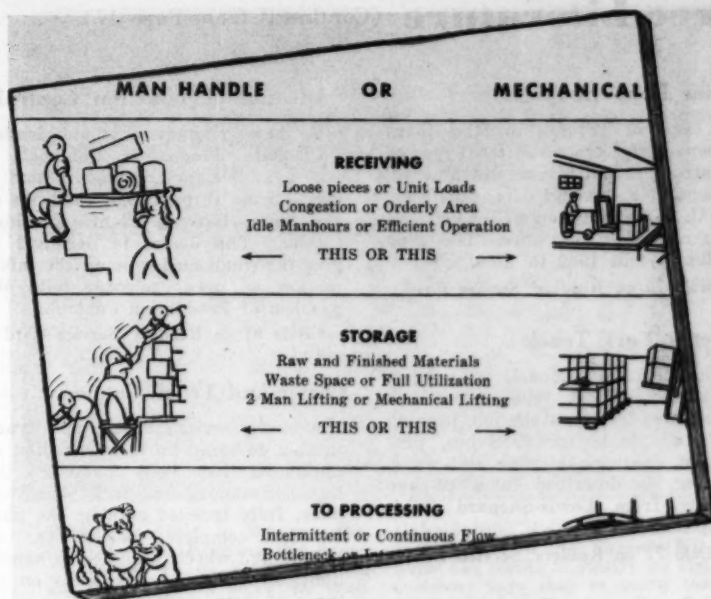
A new technical data brochure covering American Cyanamid Co.'s line of resin adhesives for hot and cold pressing is now available.

Circle 73 on Readers' Service Card

Accessory Information

The Towmotor Corp. has issued three two-page bulletins describing the "unloader," "revolving carriage," and "ram" attachments for the company's fork lift trucks models. Each bulletin is illustrated and contains specifications and dimension and capacity information.

Circle 74 on Readers' Service Card
(Please Turn to Page 48)



MATERIAL HANDLING

THE Material Handling Institute has announced publication of a 19-page illustrated booklet, "Material Handling—A Full New Science of Industrial Operation." Prepared by MHI's Director of Research Robert C. Brady, the booklet explores extensively the entire field.

Outlining recent expansion of materials handling, the author cites as MH objectives reduced handling costs, increased capacity, improved working conditions and better distribution.

Mr. Brady has pointed to the need for effective handling in receiving, storage, to and from processing, and shipping, and has made excellent use of 10 thumbnail case studies to emphasize the tremendous profit potential connected with the use of MH equipment.

The 10 studies illustrate investment returns of from 15 to 300 per cent. In a typical case the booklet explains how installation of straight and spiral chutes from shop and stockroom to packing and shipping room promoted a 200 per cent return on the equipment investment.

The MHI booklet also illustrates 32 pieces of MH equipment in common use, presents a comprehensive bibliography, names 24 colleges and universities offering MH courses, and includes a directory of MHI members.

Mr. Brady displays a deep rooted knowledge of the materials handling field, and in simple and straightforward language outlines its problems and its prides. •

Circle 75 on Readers' Service Card

Free Literature (Continued from Page 47)

Labor Dept. Booklet

A copy of "Trends in Man-Hours Expended Per Unit Selected Types of Construction and Mining Machinery," is available through its publisher, the U. S. Department of Labor, Bureau of Labor Statistics. The copy is Supplement 1949 to 1950.

Circle 76 on Readers' Service Card

Electric Fork Truck

The L-S "J" Model, a rugged, light electric fork truck which has been stress-tested on the job, proving itself adaptable for receiving, production, feeding, shipping and warehousing, is described in a 12-page catalog from Lewis-Shepard Products, Inc.

Circle 77 on Readers' Service Card

Weighs, Counts, Prints

Detecto Scales, Inc., has released a two-color, fully illustrated broadside describing its line of heavy duty scales for use in industry and warehousing.

Circle 78 on Readers' Service Card

"Adequate Roads" Booklet

An appeal for action to get the nation out of its traffic muddle is contained in an illustrated, 24-page bulletin, "Who's Going to Do the Talking?" The address was made by Albert Bradley, chairman, National Highway Users Conference, at the Fourth Highway Transportation Congress.

Circle 79 on Readers' Service Card

New Pallet Stackers

Current information on its suspended load type Transtacker industrial trucks is contained in a new leaflet released by Automatic Transportation Co.

Circle 80 on Readers' Service Card

Color Coding System

Information on a new system of color-coding shipment of alloys and metals to speed identification, handling, inventory and checking is available from the Vanadium Corp. of America.

Circle 81 on Readers' Service Card

Packaging Adhesives

American Cyanamid Co. announces publication of a booklet which describes uses of acrylonitrile in making resin adhesives for packaging.

Circle 82 on Readers' Service Card

"Adequate Production Control"

A new management aid leaflet, "Adequate Production Control," is now available for free distribution to small firms through the facilities of the Small Defense Plants Administration. The leaflet is designed to give the small businessman the information he needs to cope with the problem of Production Control.

Circle 83 on Readers' Service Card

Caster and Truck Catalog

A newly-revised caster and truck catalog covering an expanded line of equipment has been published by Rapids-Standard Co., Inc. The two-color, fully indexed catalog has photos and complete specifications on casters and wheels designed to handle light, medium or heavy loads on all types of floor surfaces.

Circle 84 on Readers' Service Card

BOOKS

Handling Steel Products

The U. S. Dept. of Commerce has released another industry report in its series of Simplified Practice Recommendations. This volume (247-52) covers the "Packaging, Marking and Loading Methods for Steel Products for Domestic Shipments." Write Supt. of Documents, U. S. Govt. Printing Office, Washington 25, D. C.; 308 pages; \$75.

Chemical Handling

"Chemical Engineering Techniques," by B. E. Lauer and Russell F. Heckman of the Chemical Engineering teaching staff at the University of Colorado, contains several chapters of interest to the chemical materials handling field: "Interplant Transportation," "Intraplant Transportation," "Storage of Materials," and "Packaging." Write Reinhold Publishing Corp., 330 W. 42nd St., New York, 36, N. Y.; 496 pages; \$6.00.

Plant Maintenance Symposium

The most comprehensive discussion of plant maintenance problems yet compiled is contained in "Techniques of Plant Maintenance—1952," published recently by Clapp & Poliak, conductors of the annual Plant Maintenance Conference and Show: Clapp & Poliak, Inc., 341 Madison Ave., New York 17; 182 pages; \$6.00.

New Products

(Continued from Page 45)

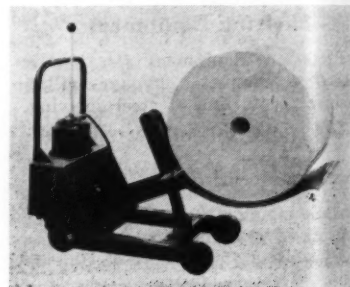
Packer and Closer

A feature of the Western Packaging and MH Exposition this month will be the Gravity Packer and Closer, manufactured by Bemis Packaging Service. It is designed for packaging pre-weighed charges of free flowing products in open-mouth multiwall paper bags or textile bags. Generally, it is used to package sugar, salt, feed, dry adhesives, fertilizer and similar products in 25 to 100 lb bag units.

Circle 37 on Readers' Service Card

Hydraulic Lifter

A hydraulic lifter for raising and lowering heavy rolls in restricted areas is available from Service Caster and Truck Corp. It will load and unload rolls of paper, cloth, aluminum, leather, rubber belting, etc., weighing up to 1000 lbs from presses, looms and other roll fed machinery. It protects



rolls from damage and speeds roll changing and handling. It is custom built and can be furnished with trunions for handling spindled rolls or with a scoop for handling cylindrical objects.

Circle 38 on Readers' Service Card

Power Strap Dispenser

For volume users of heavy duty strap, Signode Steel Strapping Co. has marketed a mill type power strap dispenser which handles ribbon wound strap in 3/4 in., 1 1/4 in. and 2 in. widths. It feeds strapping at a rate of 6 to 10 ft per second, and the cutting operation requires only 2 to 4 seconds.

Circle 39 on Readers' Service Card

The Traffic Man

(Continued from Page 23)

tion, but still it is, in many respects, unrelated. The accounting profession in most states is divided into two parts. In one we find the accountant who has a title, Certified Public Accountant, and in the other, Public Accountant. However, both of these accountants pursued a certain course of study which, upon completion, permitted them to call themselves accountants. The certified man took a state examination and if he passed it successfully the state granted him a license to practice his profession. The public accountant who took no state examination may practice as an accountant but is unable to certify to his findings of the books of account.

Financial statements acceptable to most banks, brokerage houses and reliable institutions require certification by a CPA before they are relied upon by third parties. Usually the CPA is an independent contractor, like a doctor, lawyer, minister, priest, rabbi or dentist. He may sue in his own name and be sued for negligence, malpractice, etc. The public accountant, on the other hand, is principally a fellow servant. He works for an employer usually. He can sue his employer under certain circumstances and be sued, but not by third parties, unless it can be proven that he is responsible and his employer insolvent. The law in some states is stricter than in others in this respect. Therefore, a cause of action arising, the law of the state must be consulted before the liability of a fellow servant can be determined.

Therefore, as previously stated, the public accountant's duties are closely analogous to that of the traffic manager. The traffic manager usually works for an employer and is classed legally as a fellow servant. If he is in business for himself, he is an independent contractor and may sue in his own name and be sued for negligence, breach of contract, fraud, etc. Additional responsibility means increased liability.

Privileged Communications

Once you close the door behind you in the office of your doctor, minister, priest, rabbi, dentist or lawyer, whatever you relate to the listener is privileged. These learned professionals cannot be compelled to divulge what you told them—their lips are sealed. However, if the patient, confessor or client divulges, their lips are unsealed. Statements made to reporters, engineers, architects, accountants and similar professionals are not privileged, and they are compelled to divulge if just cause is shown.

The law surrounds secrecy in dealing with those members of the learned professions, but is otherwise in statements made to others. The relation-



Packed securely in the car, the load above is enjoying the benefits of the Evans Products Co.'s DF Loader which locks the load tightly in place and prevents it from shifting in transit. Damage-free, dunnage-free, that is the

claim behind the loader, and the experience of the Sherwin-Williams Co. seems to justify it. The company says that in using the loader it has saved money on damage claims and on dunnage and installation costs.

ship between patient and doctor or dentist, confessor and priest, minister or rabbi, and client and lawyer is inviolate.

With this background it would seem apparent that for a traffic manager to become a professional he must travel a rocky road. However, there is no short cut to success, and those who desire it should be willing to pay the price.

Professional Plans

Many novel plans have been proposed for professionalizing of the traffic fraternity. Some are good, but many do not take into consideration the need for sound educational background. How can traffic men hope to compete upon an equal footing with industrial executives without an education equal to, or better than, their associates. Of course, an education is no guarantee of success, but it can be a great help.

To professionalize the traffic man it is suggested that a committee composed of members of the ICC be formed together with a similar group chosen from deans of various universities that presently offer courses in transportation and formulate a program of study. This plan of study should be so styled that one could attend evening as well as day classes. Upon satisfactory completion the student should be granted a degree which would be recognized on the college level.

ICC Endorsement

The courses pursued, or given at the university, should be of such material and content as to warrant ICC endorsements. The ICC in its annual report to Congress should recommend

that legislation be enacted so that the graduate may be duly licensed to handle various matters relating to interstate commerce. Moreover, public service commissioners of the various states should make like recommendations for statutory enactments to their legislatures. In this way the traffic man is licensed not only by the federal government, but also by his home state.

The National Industrial Traffic League, the Associated Traffic Clubs of America and various transportation publications could offer scholarships to deserving applicants who show an aptitude for transportation work. Chambers of Commerce, trade associations, colleges and universities could be also asked to help in such a movement.

Able executives, according to press reports, are scarce, and industry spends a great deal of time and money in the training of its personnel for executive positions. Therefore, many industrial firms would evince great interest in such a crusade. Traffic personnel, if properly trained, would return the cost many times over for the investment made in them.

Course of Study

A curriculum to properly train a person for a degree in transportation should include a two-year course in humanities. The last two years should be spent in bread and butter subjects. Many will quarrel with the first two years of preparation because they see no relationship to transportation—on the surface. However, thinking courses in languages, literature, history, mathematics, economics and psychol-

(Please Turn Page)

CLARK EQUIPMENT

CRACKS DOWN on costs all along the line -

Here's efficiency . . . loads of it.

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The Traffic Man . . .

(Continued from Preceding Page)

ogy or philosophy are proper background material for any profession. There is more to transportation than the rate from A to B.

Public speaking, argument and debate, taxes, statistics, and a survey of accounting are also important—after completion of the first two years of study. Rate making, rules of statutory interpretations and drafting, a survey of the rules of the Consolidated Freight Classification, a familiarity with Traffic Circular No. 20, tariff application and construction are very important, but should be left for the senior year. For those who wish to specialize, a good course in Constitutional Law is fundamental with emphasis upon the Act to Regulate Commerce, Clayton Act and the Sherman Anti-Trust Act.

Upon completion of such a course a person desiring to make a career of transportation will be well prepared. If such an individual supplements a training, as outlined above, with several years of practical experience, there is no doubt but that he will be a professional man in the true sense of the word.

Federal License

The need for a federal licensing statute may not seem necessary. There are no doubt some who will feel that a state statute is sufficient. However, if a person is licensed to practice in state A, he may have no professional standing in state B. Moreover, if X leaves his employment in state A and secures a position in state B, the fact that he was licensed by state A may be of no effect in state B. Therefore, X traffic manager being engaged in interstate commerce, there is a definite need for federal legislation in order to protect his status nationwide.

Lawyers are licensed by the state in which they practice, and if they desire to practice in other states they must apply to the proper court for permission. It is usually granted on a basis of reciprocity. On the other hand, the foreign state has the power to deny the right of the lawyer to practice in its courts. However, lawyers do not always try cases involving interstate commerce. Many cases pertain to matters within the boundaries of the state.

Therefore, the situation in the legal field differs somewhat from that which a traffic manager encounters almost daily.

The statutory protection will prevent unqualified persons from practicing the profession of traffic management, and protect the rights of those qualifying under it.

It is suggested that those who are at present licensed to practice before the ICC, and are employed as traffic managers, or engaged in a similar occupation, receive a federal license upon enactment of the federal statute. Such a provision will protect those who have qualified by experience and training. A deadline could be provided in the statute after which those not complying with its provisions must meet the educational requirements in order to receive a license. Those who desire to come within the provisions of the statute must submit applications of fitness before the deadline expiration.

If such a procedure is followed, the traffic man will be the recipient of that to which he is justly entitled.

Schools and Colleges

There are many fine traffic schools and colleges, and they have done an admirable job. Some of them should be affiliated with local colleges and universities and act as graduate schools. They have the equipment and the know-how. However, on the debit side, they stress the bread and butter idea to its extremes.

More theory and less practical courses are needed. When did the intermediate rule become effective? What is its history? What about rule 56? What caused it? Is it obeyed? How can carriers be compelled to conform

to it? Can storage in transit be demanded as a matter of right? Why not? Must a fourth section rate be so labeled? If it is not, what should be done? Are Section 22 rates available to industry? If an informal claim for reparation is filed, can interest be demanded as a matter of right? If an undercharge bill is presented by a carrier for charges on a shipment that moved over two years ago, should it be paid? What is your authority in the event refusal to pay is decided upon? When does an import shipment become intrastate commerce? How do you distinguish between an intrastate and interstate movement?

These questions cannot be answered without a sound knowledge of the Act to Regulate Commerce and decisions based thereon, plus a knowledge of Constitutional Law. Since they arise quite often, one engaged in transportation work should know where to find the answers. Many traffic schools and colleges neglect providing students with the knowledge necessary to answer these questions. However, this accusation does not mean that their students are not amply prepared. It merely states the writer's observation.

Rubber Stamps

There are some, unfortunately, who will appose such a course of study

because they will feel it will be detrimental to their best interests. Such a view is purely selfish and unworthy of comment. There are, however, many traffic executives who would heartily endorse a campaign of this nature because they are broad enough to realize it will increase the demand for traffic men. Moreover, it will train men for positions of importance on the ICC and Public Service Commission. It will enable them to serve on various municipal committees and boards. Their training and experience in time will give us better transportation service at just and reasonable rates.

If any other diploma granting mill is used, it will amount to a rubber stamp, or a black jack method of securing a professional status for the traffic men. Such graduates will be looked down upon, rather than up to.

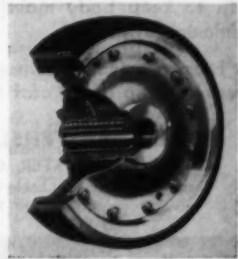
Let us take the first step and ask the Commission to name a committee on traffic education, and delegate to that committee the authority to provide a broad outline of educational requirements. Once this is done, ask the deans of various universities to prepare a syllabus of such subjects as they feel necessary and present it to the ICC for submission to their committee on educational fitness.

One step will lead to another—and to the ultimate professionalization. •
(Resume Reading on Page 24)

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Circle No. 123 on Card, Page 42, for more information

Intermediate Rules . . .

(Continued from Page 28)

Local or Joint Rates

The intermediate rule provided for by Rule 27 of Tariff Circular 20, provides in part, by Note 4, that if there is in any other tariff a commodity rate on the same article from or to the intermediate point (origin or destination, as the case may be) applicable over the same route from or to the same point, the provisions of the intermediate rule are not applicable. Since there are three types of rates, local, joint and proportional, the question arose as to what kind of rate the Note 4 referred to included.

The complainant (shipper) contended that the proportional rate subject to the intermediate rule was applicable for combination purposes from the origin involved, in spite of the fact that there was a specific local and joint rate published in another tariff between the same points. The thought being, of course, that the rate must be of the same kind.

The Commission decided that the intermediate rule did not apply, and the specifically published rate was the proper rate. (Swift & Co. v. B. & O.

RR. Co. 268, ICC 85, decided January, 1947).

Points Beyond Tariff Scope

Sometimes a tariff will, on its title page, restrict the scope of its application. For example, it might state that it applies only from stations on XYZ Railroad. This tariff might contain an intermediate rule, same as appearing in Rule 27 of Tariff Circular 20. It might be argued that rates could not be authorized beyond the scope of the tariff.

The ICC stated in *Armour & Co. v. C. B. & Q. RR.* et al, 215, ICC 537, decided May, 1936, that to so construe would restrict the application of the intermediate rule, and the restriction as to points of origin cannot operate to set aside the otherwise plain meaning of the intermediate rule.

Lines Parties to Tariff

The Commission has stated that its proceedings dealing with so-called open route tariffs were not related to those specifically authorizing the application of rates over all routes made

by the use of any of the carriers parties to the tariffs. (*Great Atlantic & Pacific Tea Co. v. Alton RR. Co.* et al, 226, ICC 398, decided March, 1938, reopened and affirmed in 231 ICC 743, decided March, 1939).

This case involved the proper application of rates over certain routes where gateway routing was specified and tariff provided, "Except as otherwise provided, rates in this tariff apply via all routes made by use of lines of any of the carriers parties to this tariff . . ." There were no exceptions between the points involved.

In cases involving either an intermediate rule or a holding out to publish rates at intermediate points where tariffs contain notes similar to that quoted above, published in compliance with Rule 4 (k) of Tariff Circular 20, the ICC has given such notes absolute literal construction, and has said that it is unnecessary to consider whether any of the claimed routes were unduly circuitous. (*Wertheimer Cattle Co. Inc. et al, v. A. & S. RR.* et al, 268, ICC 253, decided March, 1947. *J. C. Penney Co. Inc. v. B. & O. RR.* 241, ICC 39, decided December, 1940. *Union Underwear Co. Inc. v. F. & C. RR.* et al, 214, ICC 695, decided March, 1936. *Wilbanks & Pierce, Inc. v. Atlanta & West Point RR. Co.* et al, 235, ICC 371, decided November, 1939.

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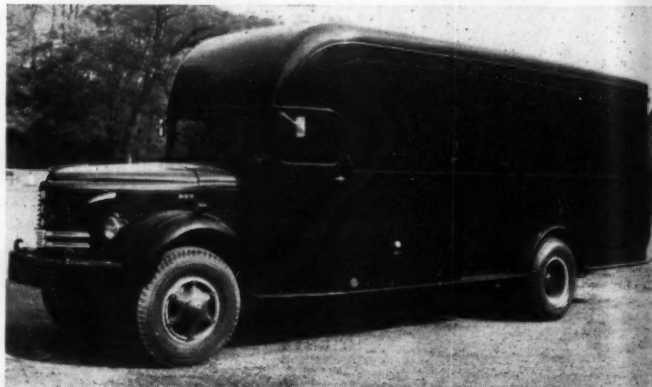
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In the Union Underwear case the rail lines contended that to make Frankfort, Ky., intermediate to New Albany, Ind., is circuitous, illogical and unnatural. The Commission stated (Page 697) as follows:

"However that may be, if the carrier parties to the tariff herein considered, deemed it an unnatural or unduly circuitous route, or for any reason desire to except it from the general terms of the intermediate rule, they should here so provide by apt and clear language."

A recent case involving a tariff falling under this caption, and on which the Commission was divided in opinion, is Hermann-Brownlow Co. v. M. P. RR. et al, ICC No. 29880, decided June, 1950, not in bound report. Here the entire Commission reconsidered and reaffirmed a prior decision of Division 3, and made the observation that the determination of routing that is reasonable and logical, and not excessively circuitous, has its place in the consideration of the application of so-called open route tariffs. By inference it was not applicable here.

Commissioner Splawn wrote a dissenting opinion, joined in by Commissioners Lee, Patterson and Mitchell, in which he stated that the route through the intermediate point was, in his opinion, unnatural and illogical, and did not constitute a tariff route.

The ICC has, in many cases, allowed the carriers to publish notes stating that rates are not applicable from or to intermediate points, but that rates will be established and such will bear a relationship to the rates from or to more distant points.

A case involving an open route tariff and rates subject to such a note is Burdette Ginning Assn. v. Y. & M. V. RR, et al, 243, ICC 546, decided March, 1941. The shipments involved were carloads of cotton ginning machinery moving from Columbus, Ga., to Burdette, Miss., via SAL-Montgomery-M&O-Meridian-Y&MV on which sixth class rate of 62 cents was charged. (See map, Page 26). There was, contemporaneously, in effect a commodity rate on this item from Columbus, Ga. to Memphis, Tenn., of 39 cents which applied via the route of movement and was subject to the following note:

"(A) By Authority of Interstate Commission Fourth Section Order No. 9800 of May 16, 1928, or 12272 of March 12, 1936, commodity rates made subject to this rule are not made applicable from (or to) all intermediate points. Commodity rates will be established from (or to) intermediate points, which will bear the following relationship to those from (or to) the next more distant point from (or to) which a commodity rate subject to this rule is named, either

(Please Turn Page)

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Intermediate Rules

(Continued from Preceding Page)

in this or other tariffs lawfully on file with the Commission:

"(1) Where the rate from (or to) the intermediate point on the class to which the commodity belongs, exceeds the rate on the same class from (or to) such more distant point, a commodity rate will be established from (or to) the intermediate point which will not exceed the commodity rate from (or to) such more distant point by more than the difference in the rates on the class to which the commodity belongs."

Contemporaneously, the sixth class rate (to which the commodity belonged) from Columbus to Memphis was 58 cents, or four cents less than to Burdette. Complainant contended that Burdette was intermediate from Columbus to Memphis, through Burdette over the Y. & M. V. RR. (carrier over which the shipment moved from Meridian); and that, under the formula set out in the above rule, the carriers held themselves out to establish a rate to Burdette which would not exceed by more than four cents the commodity rate of 39 cents to the more distant point of Memphis. (See map).

Defendants showed that the short line distance from Columbus to Memphis was 410 miles, and the distance to Memphis over the route of movement through Burdette was 776 miles, or 89.2 per cent circuitous. They stated that the route through Burdette was unduly circuitous; that the movement over such a route to Memphis would be uneconomical and wasteful; and that the 39 cent rate would not apply over this route, even though not specifically restricted in the tariff.

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The Commission had this to say (Page 547):

"The question concerning circuitry over the route by which these shipments moved is not controlling, because the tariff provides that the rates apply via all routes made by use of the lines parties to the tariff."

It further stated that the note referred to was a holding out by defendants of a promise to apply the more distant point rate, constructed in the manner specified, to the intermediate point. Reference also was given to its previous decision in *Handy Chocolate Co. v. B. & O. RR.*, supra, where it had found, in respect to a similar rule:

"We are not here concerned with the intrinsic reasonableness of either the rate to the more distant point, or the rate charged to the intermediate point, but only with the fact that complainant under the language of the tariff was just as much entitled to the lower rate as if it had been actually published."

Here the Commission awarded reparation.

General Increase Applicable

Some reference should be made here as to the proper rate to apply where rates are subject to general increases, such as Ex Parte 162, 166 and 168.

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This question has arisen by virtue of there being different percentage of increases between territories.

The increase tariffs provide, "... where a rate or charge is determined by the amount of another rate or charge, first ascertain the applicable rate or charge without reference to this tariff, then increase such rate or charge as provided in this tariff."

An intermediate provision in a tariff establishes a specific rate to the unnamed intermediate point just as positively, plainly and legally as if such point was specifically named. (Firestone Tire & Rubber Co. of Calif. v. So. Pacific Co. 243, ICC 157 and 159). Under these provisions, whatever increase would apply if the rate was specifically published will govern.

Determining Issues

Before it can be determined if the intermediate rule in any tariff does properly make the more distant point rate apply through the intermediate point, the tariff involved must be examined carefully. Particular attention must be given to any routing contained therein. It is then possible to decide in which category, as outlined, the tariff routing falls. The cases already decided on the same issues will act as a precedent and as a guide in formulating the answer to the problem. ●

(Resume Reading on Page 29)

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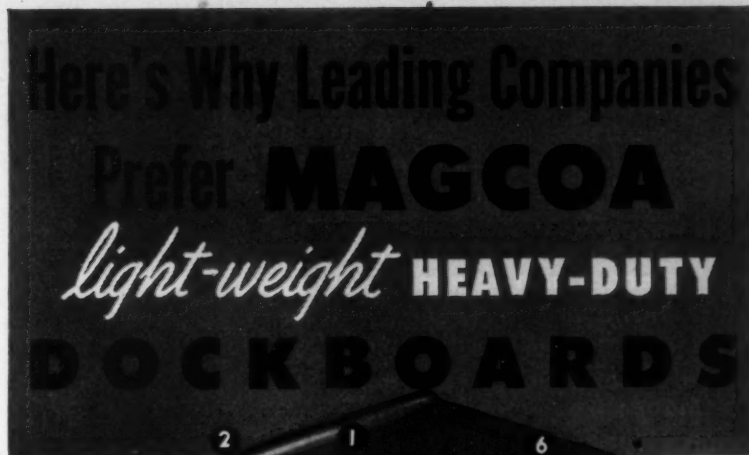
OBITUARIES

John L. Wilkinson, president of Carolina Transfer and Storage Co., Charlotte, N. C., died June 24 at the age of 65. Mr. Wilkinson was president of Allied Van Lines from 1934 to 1939 and a member of the Board of Directors for 21 years. A past president of the National Furniture Warehousemen's Association, he also played an important part in the organization of the American Trucking Association, the Household Goods Carriers' Bureau and the North Carolina Truck Owners Association.

Funeral services were held in Chicago early in June for E. A. Baker, vice president of Douglas-Guardian Warehouse Corp., who died of a heart attack at his Chicago home May 29. He was 73. He was well known nationally for his leadership in reactivation of the AWA banking relations program in 1944, and served as chairman of the AWA committee on banking relations from 1944 through 1947.

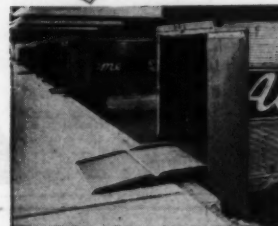
O. D. Griffin, president, Brown Transfer and Storage Co., St. Joseph, Mo., died June 2 at the age of 75. Mr. Griffin had continued in active management of the business until three weeks prior to his death. He is survived by Mrs. Griffin, a son, Frederick O., of St. Joseph, and a daughter, Mrs. Thomas Caldwell, Jr., of Omaha, Neb.

Edwin H. Mullins, owner of the E. H. Mullins Trucking Co., Dallas, Texas, for the past 16 years, died recently in a Dallas hospital. Mr. Mullins had been active in trucking circles throughout the Southwest and Midwest for many years. He was 40.



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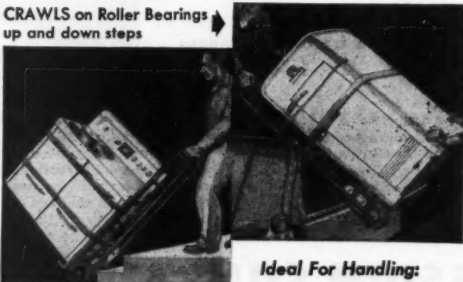
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What Is Right? . . .

(Continued from Page 19)

istence without some disruption?

Rail carriers rates may be higher on many commodities than rates via water, truck, freight forwarder or private transportation. We should keep in mind, however, that general rate making is a system of evolution.

The ultimate solution may be reached when the day comes that each mode of transport will find its niche and handle the type business for which it is inherently best suited—and at rates compensatory to the carrier and reasonable to the shipper, considering the service provided.

Both freight rates and car supply are matters about which railroad carriers have been most severely criticized. These two factors are, however, related to and predicated on general economic conditions. What was a fair and equitable freight rate to both shippers and carriers in 1936 may prove otherwise in 1952. Also, what proved to be a good car supply with a surplus in 1933, is a poor car supply in 1952.

Unless railroad revenues and earnings are high, we can hardly hope for general or specific rate reductions or an adequate car supply.

Advances In Last Decade

Time is the major factor. A decade in the transportation industry is not a long time. But, in looking back over the accomplishments of the past 10 years, even in spite of World War II, there have been some worthwhile accomplishments.

In the past 10 years we have seen the advent of the streamlined train; centralized traffic control; better passenger trains, with reserved seats in coaches and hostesses, etc.; the return to private management of many railroads previously in receivership; repeal of land grant rates; better signaling system; train telephone and radio service; damage free box cars and roller-bearing cars.

Railroad Progress

As is natural, some railroads have been more progressive than have others. But, worthy of note, from the standpoint of progress, is that fact that it was only 10 years ago that a major railroad inaugurated the first diesel in railroad freight service.

Further, there are many things that the railroads can, are doing, and will do to improve their services and, thus continue to justify the shipper's patronage. Not all of these ideas are in the future or on the drawing board.

Some of the more progressive movements rail carriers have made, and can make, to promote more efficient rail transportation are listed to point out to the younger man in the railroad field that his future is secure; provid-

ing he recognizes railroading as a progressive industry, anxious to learn of better and more efficient methods of operation. Many of the ideas have been adopted by rail carriers and other carriers will, no doubt, also do so.

1. *Centralized traffic control.* This system allows greater use of limited trackage. Daily, more rail miles are being converted. Centralized traffic control eliminates train orders and increases track capacity without additional track mileage. Expense of installation can be amortized by savings in operation costs.

2. *Coal burning gas turbine locomotive.* Now in the final stages of development. It is anticipated that this type of locomotive will prove much superior to the diesel, both from the standpoint of efficiency and economy.

3. *Less regulation.* Moves are being made in this direction. Certain rules and regulations placed in the Interstate Commerce Act were necessary when railroads were considered a monopoly. Some of these rules, with present competition, have hampered rail carriers. With proper handling, progress can be made in this direction.

4. *Substitution of other media of transportation*—between railroad terminals, where more economical and where service can be improved.

5. *Use of modern, up to date handling equipment*—at carrier terminals. Palletizing, high-lift equipment, public address systems, conveyors and "merry-go-round" handling systems at terminals will reduce transit time, eliminate damage, and prove more economical than manual handling.

6. *Cooperation and Coordination*—between various modes of transport. Why should not a shipper be free to ship on a through joint rate from his point of origin to his destination via truck part way, rail the balance, or via rail-truck-rail, or vice versa? Naturally, this will mean concurrences and divisions of rate between the so-called competitive methods of transport, and will somewhat complicate the present tariffs and rates, but for a more expedient or desired service, this is not too high a price to pay.

7. *Truck traffic should be solicited by the rail carriers*—similar to arrangements now working on the New Haven, Great Western, Rio Grande, and contemplated by the Kansas City Southern. There are many, many truck operations which could move more satisfactorily and expediently between larger terminal cities. Rail carriers could grant almost a guaranteed delivery by a certain time or date and the truck line would benefit—not only from the economy angle, but would be provided with a definite terminal to terminal cost that would not fluctuate due to breakdowns, acci-



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What Is Right? . . .

(Continued from Preceding Page)

dents, insurance cost, age and type of equipment, weather and road conditions. Railroads would benefit from the increased revenue.

8. *Loss and Damage.* Definite strides are being made in cutting down the loss and damage bill. It was reported that loss and damage claims against rail carriers in 1951 was \$84 million, in comparison with \$90 million in 1950, \$113 million in 1949, and \$136 million in 1948. Much greater savings can be effected here by proper shipping and carrier cooperation, proper publicity and advertising, better handling methods, education of carrier employees, and proper marking and packaging of shipments.

9. *Better communications.* Use of the train radio, telephone and, possibly, television equipment of a type will cut down delays and idle time, speed repairs and increase safety.

10. *Further modernization*—such as use of time studies to increase productivity of labor and machines, use of lighter weight and more durable cars, heavier track, welded rail, straightening of curves, car retarders, larger and more modern classification yards, and elimination of tunnels which restricts handling to limited size loads. Another feature worthy of mention is the possible use of atomic power to pull trains. If not used in this fashion, such power may generate electricity in central station plants.

Probably many more important suggestions, not readily thought of, have been passed by in this article. All is not wrong with the railroads—much is right and much more can be done. Railroad, from both a traffic and operating standpoint, offers a brilliant and challenging future to the wide awake and industrious young man.

What about your own favorite solution to some of the carriers' problems? Have you called it to the attention of your employers? Perhaps your idea will revolutionize or revitalize the railroad industry. •

(Resume Reading on Page 20)

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Frisco Saves

(Continued from Page 21)

Inexperienced fork lift operators are able to unload or load a container, in or out of a baggage car, in 40 seconds and with practice can reduce the operation to less than 30 seconds time.

The first installation of the time-saving equipment includes 44 mesh containers manufactured by the Pittsburgh Steel Products Co., following the designs of the inventive Mr. Gleaves. Two 2,000-lb fork lift trucks complete the system.

The fork truck in use at Jonesboro is equipped with 54-in. extensions for handling the containers. However, the extensions are removed when the truck is needed for work at the LCL freight house.

Studies of other points on the system where the new handling method might be used to advantage are now being made by Frisco officials who see old time-honored and time-killing methods going by the board. *

(Resume Reading on Page 22)

Plant Expansion

Capital Airlines, leased two floors for new ticket office in Chicago.

AiResearch Manufacturing Co., moved customer service department to new quarters adjacent to Los Angeles International Airport.

New York Central Railroad, conversion of its Collinwood, Ohio, steam locomotive shop to a diesel general repair facility.

United States Plywood Corp., new central control laboratory, in New York.

J. Alex Gordon & Co., new headquarters for Fork Truck Service, Inc., at Ferndale, Mich.

Cleveland Crane & Engineering Co., Wickliffe, Ohio, appointment of Cleveland Tramrail Division, W. A. York Co., as sales representative for Philadelphia area.

Fedders-Quigan Corp., appointment of three mid-west branches of Graybar Electric Co. as distributors in Omaha, Wichita and Kansas City.

U. S. Navy, eight new warehouses at Camp Pendleton, Oceanside, Calif.

Mackintosh-Hemphill Co., Drill Bit and Tool Division, new distributors: Allied Equipment Co., Inc., Miami, Fla.; Austin Powder Co., Cleveland, Ohio; Guyan Machinery Co., Logan, W. Va.; Mine & Mill Supply Co., Birmingham, Ala.; Schroeder Brothers, Pittsburgh, Pa.; E. F. Marsh Co., St. Louis, Mo.

Western Express Co., Cleveland, Ohio, new terminals at Sandusky, Ohio, and Schenectady, N. Y.

United States Rubber Co., purchase from Milprint Inc. its plant in Stoughton, Wis.

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Clean Cars Can Cut Costs

(Continued from Page 31)

effectively with freight car shortages as aggravated by incomplete cleaning and other efficiency-reducing practices. Some 467 car efficiency committees are currently working in 955 communities and are now, as in the past, getting good results via the voluntary, cooperative route. They recognize, however, that much still needs to be done to secure complete car unloading on a nationwide scale.

The importance of complete unloading is great, quite aside from the factor of reducing cost and inconvenience experienced by shippers who receive dirty cars. Railroads themselves have to pay out huge sums of money for switching and car hire, which greatly overshadow the costs for actually cleaning cars that are released with debris still in them. This drain on railroad finances runs into millions of dollars annually and constitutes a continuing threat to the railroads' ability to expand, improve and operate their plant so as to give better service to shippers everywhere.

Constant Need for Cars

That the railroads are unable to locate and clean out every dirty car released to them is due largely to the exigencies of operations. Many cars, released by consignees as unloaded after yard clerks make their daily track checks, are pulled from unloading spots and dispatched to other areas before the next day's track check is made.

This practice is particularly common during periods of car shortages. Then, it might be a matter of extreme urgency—even of keeping industries operating—to place cars promptly for reloading, in which case abuses of incomplete unloading are more apt to go undetected.

Periods of car shortages point up the greatest harm arising from incomplete unloading: car turn-around time is increased, thereby reducing freight car availability. As pointed

out recently by the Clean Car Committee of the Mid-West Shippers Advisory Board, the cleaning out of a car on a shipper's siding is generally but a matter of minutes whereas it takes many hours or even several days for the railroads to do the same. This is due to switching requirements encountered in moving the car to and from railroad cleaning tracks.

Situation Is Improving

One example of how receivers respond in carrying out their responsibility to clean cars when the facts of the matter are made known to them comes from a case on the West Coast. In one large terminal, detailed checks in late 1950 of 4,704 cars released by 36 consignees showed that 2,458 or 52 per cent, contained dunnage or debris. Officers of these 36 firms were apprised of the effects such practices had upon car supply and urged to take corrective measures. In a repeat check made early in 1951, only 334 cars, or 6.9 per cent, of 4,778 cars released by those same receivers contained dunnage or debris.

In another terminal, a check in late 1951 of 739 cars unloaded by nine receivers showed that 41, or 5.6 per cent, contained refuse. The same procedure of acquainting those in responsibility of their oversight followed; a repeat check in early 1952 showed that only 14, or 1.7 per cent, of 808 cars unloaded were "dirty."

These instances readily point up the fact that most receivers can and will carry out their part of securing complete unloading when made acquainted with the need. That is why the railroads and the interested shipper groups working with them to promote car efficiency are firmly committed to voluntary cooperation as the best and surest means of beating the dirty car problem. ●

(Resume Reading on Page 31)

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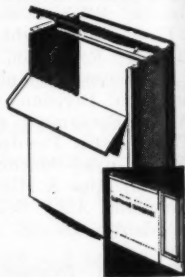
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... Scrap Handling

(Continued from Page 30)

two parts, the first of which covers refuse disposal and the handling of returnable and non-returnable containers.

Although attendance at these Symposiums is by invitation only, participation at future conferences can be arranged by writing The Material Handling Institute, Inc., 1108 Clark Bldg., Pittsburgh, Pa.

REFUSE DISPOSAL PROBLEM — Presented by D. F. Redman, plant engineer, International Harvester Co., Chicago, Ill.

THIS company's problem is a civic as well as an industrial one. The plant covers approximately 20 acres in 33 separate buildings, some of which are multiple story. Refuse from these buildings is collected on four-wheel trucks.

Sometimes, as many as 30 janitors are engaged in the collections; some making up to eight trips per day, others as few as one or two. The average distance traveled is estimated at about 1000 ft.

Truck loads of refuse are moved to gondola cars which are loaded manually. Loading is expedited by dropping an end of a gondola, when it is empty. But as loading progresses, the end must be closed and refuse tossed over the sides.

Flattened Cartons

In trying to get as much material as possible into cars, flattened cartons are often used to extend the sides upward. When the refuse arrives at the gondolas, it is loose and bulky. It also has a tendency to blow out and scatter during windy periods.

The company determined that the refuse probably does not have enough value to justify separation into various types for sale.

At one time, an incinerator was employed but due to great distances in hauling, time consumed and excessive expense involved caused its discontinuance. Another deciding factor was the great deal of separation necessary to remove unburnable material.

This company requested suggestions for ways to speed up collections, speed up loading of gondolas, and eliminate the scattering of loaded material.

Clinic's Solution

Participants indicated that the problem could be solved satisfactorily by installation of balers at several centralized locations, and mechanization of delivery from balers to gondolas. Material could be hauled the comparatively short distances to the balers, baled, and then with considerably less frequency than is now necessary, hauled to the gondolas.

(Please Turn to Page 67)

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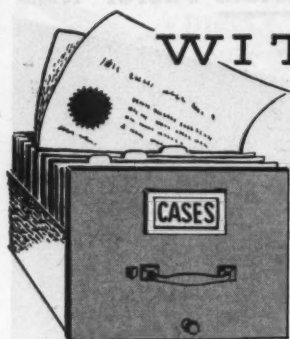
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WITHIN THE LAW

By Leo T. Parker

Legal Consultant, Distribution Age

MARKETING & DISTRIBUTION

Interstate business includes interstate purchase, sale, distribution, lease, exchange.

A warehouseman in North Carolina has written: "I remember reading about a case cited in DISTRIBUTION AGE in which the court held that goods stored by a manufacturer in a warehouse for distribution to purchasers are not taxable by state authorities. Please give me this citation."

It is well settled law that an interstate transaction includes the interstate purchase, sale, distribution, lease and exchanges of commodities. According to the U. S. Supreme Court, the fact that an interstate transaction is not continuous, or a portion of it is completed intrastate, does not effect the interstate character of the transaction providing the relationship of the events is continuous, although delayed.

For illustration, in *Binderup v. Exchange*, 263 U. S. 291, a manufacturer in New York contracted to sell merchandise to purchasers in another state. When the merchandise was ready for distribution the manufacturer shipped the goods to a warehouseman or distributor in the state in which the purchasers were located. When the date specified in the various original sale contracts arrived, the local warehouseman or distributor delivered the goods to the respective purchasers.

State authorities contended that the relationship between the manufacturer and the distributor, and between the distributor and the purchasers, was purely intrastate because the merchandise was not shipped directly from the manufacturer to the purchasers, but was held over by the warehouseman or distributor to be delivered to the purchasers in the state in which the warehouseman was located.

The Supreme Court of the United States held the different acts of distribution to be one continuous interstate transaction, stating: "The . . . contracts were between residents of different states. The business of the distributors . . . was clearly interstate . . . Does the circumstance that

in the course of the process the commodity is consigned to a local agency of the distributors (to be held by that agency until delivery to the lessee in the same state) put an end to the interstate character of the transaction and transform it into one purely intrastate? We think not. The intermediate delivery to the agency did not end, and was not intended to end the movement of the commodity. It was merely halted as a convenient step in the process of getting it to its final destination."

Therefore, if a manufacturer takes contracts to deliver merchandise to purchasers in another state, the goods may be placed in storage in the state where the purchasers reside, and such goods remain in interstate commerce until the prearranged dates for delivery arrive.

Employer is not liable for injuries negligently effected by independent contractor.

A reader asked: "In the marketing and distribution of our merchandise, our company employs truck owners. How can we avoid liability of negligence injuries by these truck owners to persons and private property?"

Modern higher courts consistently hold that an employer is not liable in damages for injuries negligently effected by an "independent contractor." In determining whether an employee is a legal agent or independent contractor, these elements must be considered: (1) The degree of control exercised by the employer, or the independence enjoyed by the contractor or agent; (2) Whether the employee is paid by the job or receives a certain salary by the day, week, or month; (3) Whether his employment consists solely in working for his employer; (4) The control that is exercised over the employee in the method and manner of performing the work; (5) Whether the employee uses his own motor truck; and (6) The nature of the contract, whether written or oral.

For illustration, in *Ellis & Lewis v. Trimble*, 57 Pac. (2d) 244, it was shown that the owner of a motor truck hauled merchandise at a stipulated price for each load.

One day he ran over and killed a pedestrian, whose dependents sued the employer for which the truck owner hauled goods.

Although the lower court held the company liable, the higher court explained that an employer is not liable for negligent acts of an employee who is paid a stated rate per load, providing the company officials do not control the employee, except that the employee is required to properly perform the work.

Therefore, an employer is not liable for negligent acts of an employee who is paid a flat contract price to do a job, or if the employee is paid per load or weight, provided the testimony shows that the employer exercised no control over the employee as to details in performing the work.

For comparison, see *Allison v. Ideal*, 55 S. E. (2d) 281, where it was shown that a manufacturer and distributor of merchandise converted its coal-fired boilers to gas-fired. This work of conversion was accomplished by a contractor who was paid a flat contract price for the job. One day an employee of the manufacturer discovered that gas was escaping. A few moments thereafter the escaped gas was ignited through some unknown means and considerable damage was done to nearby private property.

This legal question confronted the court: Since the escaping gas was caused by negligence of the contractor, who performed the work of converting from coal to gas, who is liable for the resultant damages?

The higher court refused to hold the manufacturer liable, saying: "In view of the considerations which have been stated, the company cannot be justly subjected to liability for this independent contractor's negligence."

Therefore, it is quite apparent that if one employs an independent contractor to perform work, or do a job, such person or company is relieved from damage caused by the company's negligence.

WAREHOUSING

Proper way to file notice of intended sale of stored goods for delinquent charges.

A reader asked this question: "Recently I complied with our state laws of publication of notices of intended sale of stored merchandise for delinquent charges, and sent a notice to the last known address of the owner of the goods. This notice was returned 'undelivered' but I sold the goods anyway. Now the owner of the goods is suing me for conversion. Am I liable?"

Considerable controversy has existed in the past as to whether a warehouseman may without liability sell stored goods to recover storage charges, where a notice of the intended sale is mailed by the warehouseman to the owner of the goods who does not receive the notice.

Many times, warehousemen have had legal controversy with the owners of goods, and merchandise sold at public auction for the storage charges; and later the owner of the goods filed suit for "conversion" on the grounds that the warehouseman failed to abide by the state laws. Frequently it is contended that mere mailing of a notification is insufficient to meet the

(Please Turn to Page 96)

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... Scrap Handling (Continued from Page 61)

The following advantages should result:

1. Fewer gondola cars would be needed, making it possible to reduce number of carloads from the present one-per-day, to about one every other day, or less.

2. Fewer trips would be required each day to haul material to the gondolas; the faster hauling would save much time.

3. Scattering would be completely eliminated, since there would be no loose material.

4. All types of refuse could be pressed in the baler; eliminating the expensive separation, which was a drawback to incineration.

Another proposed solution involved a system utilizing water-tight containers with covers. The containers would be placed wherever refuse is collected, and loaded directly. For easy positioning, they could be mounted on wheels. They would be fitted with channels for fork truck handling, trucks would pick up the containers at the point of loading, and carry them directly to the gondola for emptying.

To eliminate scattering, the material might be pounded down (pro-

ably with a weight on a crane), after being loaded in gondolas. There is a danger here, however, of compressing the material to a point where it becomes too solid for easy unloading. The proper amount of pressure would keep the refuse in the car but would not make it hard to unload.

In general, the conference delegates believed this problem could be solved conclusively, only after more data was presented for analysis.

It was observed, for example, that the capital investment in the present system is low. On the other hand, labor costs are probably excessively high. A higher capital investment, a fork truck for instance, might cut the labor cost considerably. It appeared probable that the truck would lower costs enough to justify initial cost.

Another suggested method for eliminating scattering involved the application of an asphalt-base spray over the loaded gondolas.

Container Problem

WASTE AND CONTAINER PROBLEM—Presented by J. A. Wall, special assignments, production, Caterpillar Tractor Co., Peoria, Ill.

SEVERAL problems were presented by this company. It employs two incinerators for burning disposable waste. However, management is concerned with the possibility of flying sparks, even though screens are now provided for the stacks.

Thus, PROBLEM No. 1 is: How can the sparks be controlled?

Clinic's Solution

The conference participants were unanimous in their recommendation that steam jets be installed in the smoke stacks to control sparks.

PROBLEM No. 2: How to dispose of waste oils and non-reclaimable paint sludge.

Clinic's Solution

Delegates with experience with this problem recommend and practice burning oil and paint sludge. In some cases, waste oil is given away to a salvage operator.

PROBLEM No. 3: How can returnable paint and oil containers be handled economically?

Clinic's Solution

The consensus was that the major problem is one of controlling container use in the plant. In some instances these containers are rendered unusable by workmen who use them for storing various liquids; thus, spoiling them for the original use.

(Please Turn to Page 69)

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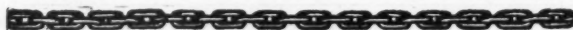
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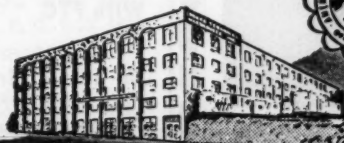
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 Spacious Switch Tracks
 Ample Truck Loading Doors
 Waterborne Cargo Facilities
 Streamlined Handling Equipment
 Local & Long Distance Trucking
 Trap Cars Consolidated
 Pool Cars Distributed
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 Railway Express
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 Cool Rooms
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CROOKS TERMINAL WAREHOUSES, Inc.

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Associated with Overland Terminal Warehouse Co., 1807 E. Olympic Blvd., Los Angeles 21

Members of the American Warehousemen's Association and Interlake Terminals, Inc.

... Scrap Handling

(Continued from Page 67)

In other cases, the containers are ruined by unauthorized use as rubbish receptacles. Unless care is taken to preserve such containers, there may be a considerable loss where they are billed to the user.

PROBLEM No. 4: A question was raised concerning current practices in palletizing such containers and the use of returnable vs. disposable types.

Clinic's Solution

On the subject of containers, it was mentioned that one firm prefers disposable containers, which can be burned after using. This firm has standard steel containers for use in the plant. It makes it a practice to transfer all material to the proper steel container, upon receipt of the shipment and before it is transported to the plant area.

Attention was called to the practice of a large automotive manufacturer, who makes the vendor completely responsible for the method of shipping and type of container employed. Parts thus shipped then are transferred to steel containers owned by the manufacturer.

Essentially, this form makes the vendor responsible for the return of returnable pallets and containers, if they are used by the vendor. When the vendor is given a free choice as to the method of shipment, he can be more readily held responsible for damage and loss in shipment. However, even in this instance, the respective manufacturer accepts returnable-type shipping containers and pallets only from vendors in the local area, where the exchange can be made conveniently by the shipper.

Use of an even exchange system may eliminate considerable bookkeeping.

Changing Philosophy

Discussion then led to the interesting fact that the philosophy of shipping has changed radically in the past few years. For example, only a few years ago, most larger manufacturers insisted upon palletizing most, if not all, shipments.

Today, many companies, including ones represented on the panel, find it more economical to have rough parts—castings, forgings, stampings, and even finished parts of certain types—

loaded loose in freight cars or trucks. This practice has been made possible by the versatility of fork trucks and other industrial equipment fitted with scoops of special design.

Upon receipt, the parts are unloaded by fork trucks and then packed in unit loads or in standard shop containers.

Palletizing, however, still is employed for the shipment of finished parts and assemblies.

Fork Truck Use

Another current practice, utilizing fork trucks of modern types, was outlined. This is in connection with the shipment of large parts and stampings without the use of pallets or containers. In this case, some firms stack the loads on special racks from which the loads are picked up by fork trucks, using special fixtures.

This method had limitations at the start, due to the need for a variety of fixtures to handle different kinds of loads. The solution to this problem has been found in the design of quick-exchange fixtures for fork trucks; the exchange now being made from one fixture to another in a matter of minutes.

(Part 2 of this Symposium report will appear in the September DA.)

(Resume Reading on Page 30)

CHICAGO, ILL.



62 Years of Reliable Service
LINCOLN MAYFLOWER WAREHOUSES
 Coast to Coast
 4251-59 Drexel Blvd. Chicago 15, Ill.
Storage—Packing—Shipping
 Local and Long Distance Moving



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In Chicago, Illinois

A complete warehouse organization fully equipped to handle merchandise rapidly and economically with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Outbound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express and Truck Lines on premises.

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 40 Years Experience

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 30,000 sq. ft.

General Merchandise
 Storage & Lease
 100,000 sq. ft.

Private Sidings on Chgo. Jct. Ry. 25 Car Cap.
 Ample Truck Facilities—Central Location

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Close to the Loop District, these two co-operated warehouses offer quick, efficient and economical service to stores and distributors in Chicago and the Mid-West.

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344 No. Canal St. (6) C. & N. W. Ry.

THOMSON TERMINALS INC.

346 W. Kinzie St. (10) C. M. St. P. & P. R. R.

Prompt Deliveries

Advances Made

For Shippers' Convenience, States, Cities

Washington DA

(Continued from Page 15)

loading. For reducing loading time, the Department recommends use of a modified clamp truck which will handle four crates on end, two high and two wide.

Parcel Post Increase?

Post Office officials are getting set to propose a new rate increase. A 25 per cent boost was put into effect last year with the

blessing of the ICC which has jurisdiction. It is bringing in \$100 million in new revenue but this does not balance increased costs, including pay increases. New rate proposals and justifications will be ready for ICC late this year.

Carretta With FTC

Albert A. Carretta, Washington (D.C.) attorney, took office as a member of the Federal Trade Commission, June 18. His term of office expires Sept. 25, 1954. Mr. Carretta previously served with the Securities & Exchange Committee, the Office of Price Administration, and the Navy Department. His appointment restores FTC membership to its full complement of five men. Other commissioners are James H. Mead, Lowell B. Mason, John Carson and Stephen J. Spingarn.

Mandatory Retirement

Bureau of Labor Statistics estimates that by 1975 at least 63 million members of the labor force will be 40 or older—of

which 21 million will be 65 or more. Until recently the government was all-out for mandatory retirement at 65. Now it is not so sure. In fact, top government labor economists, in an about-face, are backing a re-vamping of employment policies. Even more than that, they are supporting a move to toss out any policy that fails "to utilize skills and abilities of able, willing, and experienced workers" because of age.

Capitol Trends

Industrial and factory expansion under the defense mobilization program is now estimated at \$30 billion when completed. About 60 per cent of the

total will be written off for tax purposes to five years instead of the usual 20.

... About \$5 billion worth of new factories and other expansions have already been completed. Completions are now running at a rate of \$2.5 billion a quarter.

... Deliveries of defense orders have reached a rate of \$8 billion a quarter. Government target is a rate of \$10 billion a quarter by early 1953.

... Trucking companies which have contracted for short haul mail routes are running up against a new problem—inadequate terminal space.

... Most types of containers and packaging materials are generally expected to be in good supply for the remainder of this year.

... Shipment of grain by truck to terminal elevators is on the rise because of faster handling, and often cheaper rates.

... Construction of warehouses, loft buildings and general storage space is off more than 25 per cent from last year.

(Resume Reading on Page 19)

and Firms are Arranged Alphabetically

NEW ORLEANS, LA.

Member of A.W.A.

ORLEANS STORAGE COMPANY, INC.

725 So. Liberty Street

Specializing in MDSE. Distribution

All concrete Warehouse, sprinklered, low insurance rates. Low handling costs. Switching connections with all rail lines. State Bonded. Inquiries Solicited.

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MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

Located in the Heart of the Wholesale District • Convenient to Rail & Truck Depots • Private Switching Tracks T & NO-SP RR • Reciprocal Switching
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BALTIMORE, MD.

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Rm. 301, Camden Sta., Baltimore 1

Operating Terminal Warehouses on Tracks of

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A. D. T. Private Watchman, Sprinkler

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Complete Warehousing Services



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MEMBER: I.M.S.W.A.—M.D.F.W.A.—M.D.M.T.A.—H.M.C.C.—A.T.A.

J. NORMAN GEIPE VAN LINES, INC.

524-536 W. Lafayette Ave., Baltimore 17, Md.

See our advertisement on page 163—
1949 edition of D and W Directory

BOSTON, MASS.

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131 BEVERLY STREET—BOSTON 14, MASS.



Located within the city limits, adjacent to North Station. Brick-and-concrete buildings; 300,000 sq. ft. space, some sprinklered and heated. A. D. W. burglary alarm service, U. S. Customs and Internal Revenue bonded space. Boston & Main R. R. delivery.

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STORING

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FITZ WAREHOUSE CORPORATION

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GENERAL MERCHANDISE STORAGE

B. & A. R.R. Delivery

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Hoosac Storage & Warehouse Company

Lechmere Square, East Cambridge 41, Boston

FREE AND BONDED STORAGE

A.D.T. Automatic Fire Alarm

Direct Track Connection B. & M. R. R.
Lechmere Warehouse, East Cambridge, Mass.
Hoosac Stores, Hoosac Docks, Charlestown, Mass.
Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

STORAGE

Wool, Cotton and General Merchandise
INDUSTRIAL SPACE FOR LEASE
IN UNITS TO SUIT TENANTS



LOCATION: Near but outside congested part of city. Obviates costly trucking delays. Overland express call.

STORAGE: For all kinds of raw materials and manufactured goods in low insurance, modern warehouses.

RAILROAD CONNECTIONS: Boston & Maine R. R. sidings connecting all warehouses at Mystic Wharf. New York, New Haven & Hartford sidings at E St.

DISTRIBUTION: Complete service for manufacturers distribution whether from storage or pool cars. Trucking to all points in Metropolitan District.

LEASING: Space in units of 2,000 to 40,000 ft. on one floor for manufacturing or stock rooms at reasonable rentals on short or long term leases.

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Member of A.W.A.—M.W.A.

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385 LIBERTY ST., SPRINGFIELD 1

General Merchandise and Household Goods Storage. Cold Storage for Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits
B. & A. Sidings, and N. Y., N. H. & H. R. R. and B. & M. R. R.
Daily Trucking Service to suburbs and towns within a radius of fifty miles.

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U. S. Customs Bonded Warehouses—Terminals • Daily Distribution in Conn. and Mass.
Private Sidings • Pool Distribution • Members: AD, Inc. — ACW — AWA

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Max Lyon, Pres.

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Merchandise Storage—Pool Car Distribution
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General Cold Storage

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P. O. Box 155

Brightwood Station

Whose: steel & concrete, automatic fire & burglar alarms—ADT. TBArea 1,000,000 cu. ft. Fl. Ld 350 lbs. Cl. Ht 8-10 ft. Elev cap 6,000 lbs. Priv siding 50-car cap. & assign shipments via B&M; sta. Brightwood; free switching, 100% palletized. Temp. range —15° to 40°. Humidity control. 15-in. dock. Specialize in tractor foods. Open yard stage. Br. office facilities. Loans on stored commodities. Printed tariff.

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Fireproof Storage

Offices: 385 LIBERTY ST., SPRINGFIELD 1
HOUSEHOLD GOODS STORAGE, Packing,
Shipping, Pool Car Distribution of All Kinds
Fleet of Motor Trucks

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Facing the Busiest
Thoroughfare in

DETROIT

200,000 square feet, Centrally located. Private siding facilities for 20 cars with free switching from all railroads. Large, enclosed loading dock. Our own fleet of trucks make prompt reshipment and city deliveries.

JEFFERSON TERMINAL WAREHOUSE

1900 E. Jefferson Ave.

DETROIT 7, MICHIGAN

The Traffic Man . . .

and His Case for Professionalization

see Page 22

Airfreight Industry . . .

(Continued from Page 25)

of first class trucks. A few specific examples will best illustrate the economies of airfreight.

Reid Bros. of Beverly, Mass., manufacturers of precision lathes and grinders, are shipping three lathes per week by our airfreight, and saving money in doing it. A lathe weighing 5,380 lb may be shipped overnight from New York to Chicago (without having to be crated) on an airfreighter for \$336.25. The same lathe, crated for shipment by truck, weighs 6,950 lb and costs \$392.35.

No Crating Required

A further significant factor in the Reid Bros. shipments is that expensive packing and crating is eliminated. (See Photographs). This cuts costs. It also makes for easier and safer handling. Trained airfreight personnel can see what they are handling, and they are specifically trained to

"handle with care." Swifter movement (over and above the six hours flying time from New York to Chicago, for instance, compared with four days by truck) and ultimately lower prices, due to increased shipping, are passed on to the purchasers.

However, this is only one example and one type of airfreight economy. One of our company's largest shippers is IBM, which

distributes calculators and computing machines all over the nation—all uncrated. Expensive, "safe" crating has been a tradition with such companies. Cooperation with IBM and companies like it has shown that airfreight can offer "no-crate" economy plus safety.

Increased Rental Time

Perhaps the largest economy to IBM comes in the form of increased utilization of rental equipment. By cutting out the lengthy crating operation, the long overland haul, and then unpacking, IBM can often get an extra two weeks of rental simply by using the airfreight system.

The piece of machinery, whatever it may be, is delivered straight from the plane to the consignee, ready for immediate use. No re-assembly man or specialized technician is required to be on hand, as even the most delicate machines arrive in perfect working order. Production time (Please Turn to Page 79)

Your Slightest Wish Is Our Command

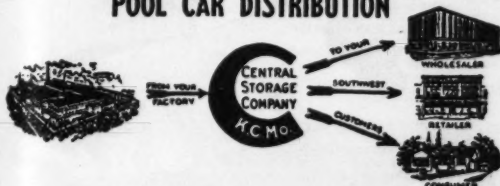
Try us and see, just fill out the Reader Service Card facing Page 42 and see how quickly it brings your further details on items in which you're interested.

and Firms are Arranged Alphabetically

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CHARLES C. DANIEL, Jr., Pres. & Treas.

MERCHANDISE WAREHOUSING and DISTRIBUTING BRANCH HOUSE FOR FACTORIES POOL CAR DISTRIBUTION



Over 70 YEARS "The Symbol of Service"

CENTRAL STORAGE COMPANY has been serving distributors of merchandise (since 1880) longer than any other public merchandise warehouse in Missouri. There is no real substitute for experience. Our methods are standing the test of time and practical usage. New methods and equipment are being employed and still newer ones will be adopted as their use becomes practical in better serving our customers.

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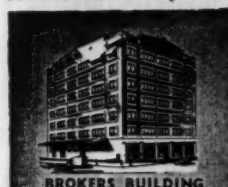
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New York—Chicago—San Francisco

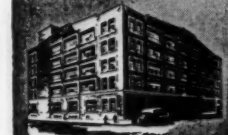
KANSAS CITY, MO.



BROKERS BUILDING



SECURITY BUILDING



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3

Choicely
Located
Warehouses
in

KANSAS CITY

To Insure Efficient and Economical
Coverage of This Great Marketing Area

CHECK THESE ADVANTAGES

Modern Facilities
Responsible Management
Spacious Switch Tracks
Ample Truck Loading Doors
Streamlined Handling Equipment
Our Own Fleet of Motor Trucks
Cool Rooms
Storage in Transit
Office Space and Display Rooms
Financing

ALL BRANCH HOUSE FUNCTIONS INCLUDING:

Receiving	Freight Prepayments
Storing	Shipping
Weighing	C.O.D.
Marking	Sight Drafts
Reconditioning	Inventories
Pool Cars Distributed	



It costs you nothing to
Investigate Crooks
Terminal facilities.
Phone, wire or write us
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Crooks Terminal Warehouses, Inc.

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Associated with Overland Terminal Warehouse Co., 1807 E. Olympic Blvd., Los Angeles 2
Members of the American Warehousemen's Association and Interstate Terminal, Inc.

Airfreight Industry . . .

(Continued from Page 76)

is increased and labor costs are reduced.

IBM has been quoted as an example. However, Remington Rand is using the same distribution method—airfreight. Motion picture camera companies and manufacturers of television equipment have been quick to see its advantages, too.

Saves \$150 Per Shipment

Producers Service Co. of California is another regular shipper, sending optical printers and motion picture equipment East, valued from \$10,000 upwards per shipment. This material requires extremely elaborate and heavy crating, costing \$150 per shipment, when sent overland. By air, this is eliminated and the shipping cost is reduced correspondingly. Aircraft companies, too, are shipping reciprocating and jet engines on a low mount instead

of using standard shipping containers—and are realizing a saving of over \$100 per engine by airfreight.

Film editing machines, airplane turrets, punchard systems, even iron lungs are all on the move by air. Emerson Electric Co., St. Louis, is saving over \$600 per unit by eliminating crating charges on a 1,200-lb military unit shipped between the factory and Burbank, Cal.

We Take The Time To Save You Trouble

The Reader Service Card facing Page 42 is for your convenience. Use it to get additional information on articles and services mentioned in this issue of DA.

But economy is only one factor influencing farsighted shippers to switch to airfreight. Better handling is of prime importance and our organization, realizing this, has made much of this point in its sales approach to new airfreight shippers.

Handling Method

First, the smooth ride afforded by modern all-freight planes is cited. There is none of the jarring or "humping" associated with surface transportation—starting and stopping, acceleration and deceleration are eliminated.

Then, there is the airfreight advantage of no "stacking" or "decking." In airfreight, limited to a gross weight capacity which is much less per cu ft than that of a rail car or truck body, gross weight, in most cases, is arrived at long before cubic volume is attained.

Furthermore, airfreight handlers are psychologically adapted to handling uncration material.

(Please Turn to Page 83)

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Telephone: Victor 8787

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We own 300,000 sq. ft. of space
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 Central Alarm System
 Pool Car Distribution
 Branch Office Facilities

OWN AND OPERATE OUR OWN CARTAGE COMPANY

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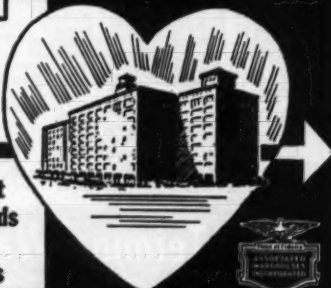
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Storage and
 Distribution through
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400,000 Square Feet
 Trackage on 4 Railroads
 TRUCK DOCKS...
 Low Insurance Rates



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COMPLETE WAREHOUSE FACILITIES

for the proper Storage
 and Distribution of your
 Merchandise in the Kansas City trade area.

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ST. LOUIS, MO.

ST. LOUIS

Over 60 Years of Service. Largest Fireproof Warehouse
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 Agents for Allied Van Lines, Inc.
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ST. LOUIS, MO.

for
 conscientious
 handling of
 fine furniture



Ben Langan

Agents for Allied Van Lines, Inc.

Storage & Moving
 5201 DELMAR BLVD., ST. LOUIS 8

For Shippers' Convenience, States, Cities

ACCOUNTABLE:
 by reason of thoroughly trained and experienced personnel using complete and modern equipment and up-to-the-minute methods. The longest established merchandise warehouse in St. Louis, Long Warehouse offers full accountability.

S.H. LONG WAREHOUSE
 ST. LOUIS... The City Surrounded by the United States

ST. LOUIS, MO.



"Serving industry
 for twenty-six years"

OVER 1,000,000 Sq. Ft. of WAREHOUSE Space

Located right in the midst of business

**Plus
 FAST**

**and EFFICIENT DISTRIBUTION
 in the ST. LOUIS AREA**

Complete Facilities

Pool car distribution
 Reforwarding storage in transit
 A.D.T. Alarms and sprinkler systems
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General Offices • 828 Clark Ave. • St. Louis 2, Mo. • MAin 4927

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 Harrison 7-3688

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 Plaza 3-1235

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18 floors of modern fireproof, sprinklered warehouse space. 250,000 square feet, low insurance rates, centrally located in downtown Newark.

GENERAL MERCHANDISE stored, distributed
HOUSEHOLD GOODS

packed, moved, stored or shipped ANYWHERE in U. S. or abroad.

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Lehigh Warehouse & Transportation Co. Inc.

Agents for the Port of New York Authority
Established 1918
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Tel.—Market 2-7463
FACILITIES—200,000 sq. ft. Reinf. concrete & steel. Fireproof. Sprinkler sys. watchman ADT supervised. Private RR siding 15 cars PRR, CNJ, LV, short. plat. 30 trks. Deep water berth to 35'.
SERVICE FEATURES—U. S. Customs bonded. 2—25 ton cranes. S.I.T. Pool Car dist. Co. oper. cartage serv. 32 trks.
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ALBUQUERQUE, N. M.

Agent: Allied Van Lines, Inc.

BENTON VAN & STORAGE

110 East New York Ave. Albuquerque, N. M.
Complete Bonded Warehouse Service
74,000 Square Feet—Palletized
Private Siding AT & SF—Pool Car Distribution
Represented by
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Fireproof Storage Warehouse

Complete and efficient service in distribution, delivery or storage of general merchandise or furniture
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ALBANY, N. Y.

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HOUSEHOLD GOODS-STORAGE AND SHIPPING
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS. POOL CAR DISTRIBUTION OF MERCHANDISE
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
Collection promptly remitted
Member of AVL—NFWA—NYSWA



NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.

PACKING! MOVING! STORAGE!
dependable since 1860

KNICKERBOCKER

STORAGE WAREHOUSE COMPANY

56 to 100 ARLINGTON ST. 74 to 78 SHIPMAN ST.
Wm. E. Mulligan, Pres. James E. Mulligan, Sec'y and Mgr.

NEWARK, N. J.

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Established 1918
A. S. Liddle, Manager
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FACILITIES—250,000 sq. ft. Reinf. concrete & steel. Fireproof. Auto. Fire & Burg.
—ADT. ins. \$,004 Pfr. 10. 250 lbs. Siding Lehigh Valley, 15 cars. Reelp. switch with PRR. Shelf. plat. 20 trks.
SERVICE FEATURES—Co. oper. cartage. 32 trks. Spec. in food, liquors, elec. appls. 2 crn. rel. con.; 8 ft. elev.; 120 plat. trk.; 14 hand trk.
MEMBER—A.W.A.; N. J. Motor Trk. Assoc.; Whse. Assoc. N. Y.

Airfreight Industry . . .

(Continued from Page 74)

They can see what they are handling. Many shippers merely tie down their heavy machinery to skids and cover it with a transparent plastic sheet.

The fact, too, that shipments are in the hands of the airfreight carrier from source to destination is important. There is no "division of responsibility" and both handlers at the airfreight terminals and the airfreight lines' truckers are highly experienced in the servicing of uncrated, and often delicate, machinery.

Coast to Coast—9½ Hours

The speed element needs little emphasis. Transit time on short hauls is reduced eight times; 12 times on transcontinental runs. We have purchased recently two Douglas DC-6A airfreighters, the first aircraft specially designed to carry commercial airfreight, and managed to reduce flying time between New York and Los Angeles

to 9½ hours with these giant planes. Four more of these 30,000-lb payload DC-6A's are now on order; an indication of our confidence in the future of the mushrooming airfreight industry.

Our main problem in converting heavy machinery shippers to use airfreight as their means of distribution results from a tradition leaning toward heavy crating and surface transportation.

DA Time Saver — Reader Service Card

When you make use of the Reader Service Card (facing Page 42) you get all the dope, and in a hurry, thereby saving yourself valuable time and effort.

We feel, however, that chiefly by the example of progressive companies now using its nationwide facilities, the airfreight industry can—in not too many years—change the face of the American distribution picture.

If the transition from the occasional "orchid box" of the 1930's to the 20,000 lb tie-rod of 1952 is any indication, our own line, and other airfreight lines like it, may be ushering in a new distribution age. •

(Resume Reading on Page 26)

Inland Waterway Program

DTA Administrator James K. Knudson has announced fourth quarter 1952 vessel requirements for the Inland Water Transport Division of DTA, seeking materials to construct 280 vessels for use on the inland waterways and harbors and for the continuance of the Great Lakes vessel program. The requirements submitted to DPA were set after consultation with members of the industry.

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Unit Loads Pay Dividends

DURING the past 10 to 15 years, there has been an increasing interest in the various ideas concerned with handling materials by palletizing or unit loading. One of the first sponsors of this idea was the American Association of Railroads, as the savings in freight claims promised to be substantial.

The advancements in the utilization of lift trucks have made it much more feasible to use unit loads. These larger accumulated weights can be handled easily and conveniently. For example, a lift truck can handle 2000 to 3000 lbs. at one time as a unit.

Role of Adhesives

The palletizing adhesives, that have played an important part in this entire program of development of unit loading, are essentially resin materials. Their sole function is to prevent the cases or bags from slipping or sliding in a hori-

zontal plane. The adhesives must readily release when a case or bag is lifted vertically from another. The whole idea of palletizing is to weld several small packages into as large a unit as can conveniently be handled without shifting during inter-plant movement operations or during rail transportation.

The usual palletizing procedure for loading a car is to apply a small amount of adhesive to the bottom of each case as it runs over the roller conveyor into the box car. Then, as it is set in the car, it forms an integral interlocked part of the load.

When packing 100 lb. multiwall bags, it is usually necessary to apply the palletizing adhesive by brush. The first layer of bags is placed on the skid and a small amount of adhesive is brushed on the top of each first layer of bags before the next layer is criss-crossed on the load. This interlock-

By C. S. Young
General Abrasive Products Dept.
Swift & Co., Chicago

ing adhesive application procedure is continued until the unit is completed.

Using Disposable Pallets

In plants where lift trucks and skids are used, the skid or disposable pallet is usually placed at the end of the production line and the finished product is stacked directly onto the pallet. The pallet remains as an integral part of this unit even when it is shipped.

Palletizing offers many possible savings because of the penalties that are placed on the handling of small size packages. For example, warehouses usually charge a premium for handling small units. By palletizing these into suitable groups of two, or more, much lower handling costs are possible. Substantial savings on carloads of palletized product are possible to both the railroad and to the shipper. •

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Within the Law

(Continued from Page 62)

requirements of state statutes, unless the owner of the goods actually receives the mailed notification.

Various state statutes, in addition to requiring publication of the notice of the sale in newspapers, also require that a written notice of the intended sale shall be sent to the owner of the stored goods within a specified time (generally ten days) before the date of the intended sale. A warehouseman performs his obligations under the law by mailing a notification of the intended sale to the owner of the stored merchandise, although the latter actually does not receive such notification.

For illustration, in *W. R. Klappert Moving and Storage Warehouse v. Muehlenkamp*, 76 S. W. (2d) 597, a warehouseman accepted household goods for storage and issued a warehouse receipt which contained this clause: "That all goods deposited, upon which storage or other charges are not paid within a reasonable time, will be sold at my warehouse, to pay said accrued charges and expenses of sale, after due notice and publication of the sale according to the Statute of Kentucky in such cases made and provided."

After the goods had been in storage for about two years, and only the first month's storage charges had been paid, the warehouseman decided to sell the stored goods to recover the accrued and delinquent storage charges in view of a state law which in part provides that the warehouseman, at least ten days before the day of sale, shall mail to the owner of the goods, a notice of the time and place of sale, with a description of the goods to be sold and amount of charges.

After the warehouseman had complied with the various provisions of the state law, he sold the stored goods. Several months later the owner appeared at the warehouse and demanded possession of his goods. When informed by the warehouseman that same had been sold for the storage charges, he filed suit against the warehouseman, alleging that the sale was illegal because he did not receive a written notice of the intended sale.

The warehouseman proved that he actually had mailed the notification and, therefore, the higher court re-

fused to hold the warehouseman liable stating the following important law:

"The statute in question does not require the warehouseman to notify the owner of the time and place of sale, but merely required the warehouseman to mail to the owner a notice of the time and place of sale. This statute must not be confused with those requiring actual notice. Thus, where actual notice is required, it is incumbent upon the party whose duty it is to give such notice to see that such notice is actually received by the party entitled to such notice. All this statute contemplates is that the warehouseman shall mail each notice and if such notice was mailed, the statute was complied with, and it is immaterial whether or not appellee (owner of goods) received the notice."

—DA—



This workman is tensioning and sealing the ends of Signode duplex retaining strips which enable solid loading in rail car doorway areas since the retaining strips are joined from outside the car. In loading, the strips are draped back, out of the way of handling crews.

If an owner is not financially liable, mortgagees must pay the storage charges.

A reader asked: "We now have a controversy with the holder of a mortgage on goods we stored. Both the owner of the goods and the mortgagee refuse to pay our charges. Before we accepted the goods for storage the owner admitted the goods were mortgaged and we got in touch with the mortgagee who said 'Go ahead and store the goods, it is all right with me.' The mortgagee now demands possession of the goods without paying our charges. Can we hold the goods, and who is liable for payment of our charges?"

The answer: Obviously the owner of the stored goods is primarily liable for payment of the storage charges. However, according to a leading higher court decision, if the owner is not financially responsible the mortgagee must pay the charges.

A great deal of legal discussion has arisen as to whether or not a warehouseman is entitled to a lien for storage charges on mortgaged stored goods. According to a late higher court decision, if the warehouseman proves that the holder of the mortgage consented to the goods being stored, the mortgagee is liable for the storage charges.

In *Zahner Manufacturing Co. v. Harnish*, 51 S. W. (2d) 145, the court held that the warehouseman is entitled to a lien under these identical circumstances. The facts of this case are that a seller held a chattel mortgage on goods to secure payment from the purchaser. This mortgage was properly recorded. Afterward, the holder of the mortgage consented to the goods being stored in a warehouse. Later the owner of the goods, and also the holder of the mortgage refused to pay the storage charges. In holding the warehouseman entitled to recover from the mortgage holder, the court said:

"Plaintiff (seller) insists it did not waive priority of its purchase money chattel mortgage, duly filed of record, to that of a subsequent lien for storage by a warehouseman who contracted only with the mortgagor. . . Plaintiff insists a warehouseman is (Please Turn to Page 98)

and Firms are Arranged Alphabetically

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Within the Law

(Continued from Page 96)

not given a superior lien to that of a chattel mortgage, duly filed of record . . . The lien against plaintiff (seller) arises out of the rule that plaintiff's consent to the storage subjects its interest and title to defendant's lien and estops plaintiff from setting up such title against the lien."

"Is merchandise in transit through a state subject to intrastate laws and taxes?"

A reader asked: "Is merchandise in transit through a state subject to intrastate laws, regulations, ordinances and taxes? Must the consignee pay state taxes on the merchandise?"

It is important to know that the origin and destination of a shipment of merchandise determines whether it is intrastate or interstate. Once the interstate character "attaches" it remains throughout the transportation of the goods. The impress of interstate commerce is not removed until the completion of the transportation service by the last carrier, or at least until the shipment reaches the point where the consignor and consignee originally intended that the transportation should finally end. This is generally held to include the switching of cars and delivery to the consignee at the terminal point, unloading and all other acts, including storage, necessary to complete the shipment as originally intended by the consignor and consignee.

Goods are regarded as being in transit and interstate commerce, until they have passed out of the possession of every intermediate agency and have been delivered to the consignee. The merchandise is subject to interstate laws and regulations until delivered.

In *State ex rel. Seattle v. Department of Public Service*, 96 Pac. (2d) 1007, the question was: "Is merchandise in interstate commerce when it is stored in a warehouse at a warehouse dock while awaiting a carrier to take possession of the goods and transport same to the final destination?" The higher court answered affirmatively and said that neither the state or city authorities may tax the goods nor compel the owner of the goods to obtain a license to do business within the state. However, neither the goods, the manufacturer, the seller or purchaser is subject to state or city regulations or taxation.

The higher courts make a distinction where goods are consigned to a consignee who takes delivery at the dock or warehouse where the goods were "discharged" by a carrier. Under these circumstances the higher courts hold that the character of the transportation changes from interstate to intrastate at the moment the consignee takes delivery. Therefore, at this moment the goods become immune to interstate laws and regulations and are subject to state and city laws regulating storage, taxation and transportation of the goods. •

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Parker Discusses . . .

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478, the testimony showed facts as follows: The Milk & Ice Cream Can Institute is an unincorporated trade association whose members are manufacturers of containers for ice cream. The testimony proved that all of these manufacturers sold their containers at exactly the same price. The Federal Trade Commission contended that this association was an illegal combination in restraint of competition.

The higher court held that the manufacturers and members of the institute violated the law, and said:

"Proof that a combination was formed for the purpose of fixing prices and that it caused them to be fixed or contributed to that result is proof of the completion of a price-fixing conspiracy. In determining whether such finding is supported, it is not necessary that there be direct proof of an agreement. Such agreement may be shown by circumstantial evidence."

Section 15 (4) of the Uniform Sales Act, chapter 143 A. 1945 reads: "In the case of a contract to sell or a sale of a specified article under its patent or other trade name, there is no implied warranty as to its fitness for any particular purpose."

Also, the law provides "Where a buyer, expressly or by implication, makes known to the seller the particular purpose for which the goods are required, and it appears that the buyer relies on the seller's skill or judgment, there is an implied warranty that the goods shall be reasonably fit for such purpose."

According to a late higher court decision, a purchaser of merchandise must complain promptly to the seller about alleged defects of merchandise and equipment, otherwise the court will not hold the seller liable for breach of a guarantee or warranty.

For example, in *Elwood Sales v. Kinsey*, 225 Pac. (2d) 59, the testimony showed that one Kinsey purchased from Elwood Sales new equipment for \$2,769.39. Kinsey used the equipment continuously for nearly a year. Then he sent a written complaint to the Elwood Sales, alleging that the equipment had many defects and that he would rescind the contract.

In subsequent litigation the higher court refused to hold in favor of Kinsey. The court said:

"We conclude that plaintiff (purchaser) under the facts of this case, lost his right to rescind and recover the full purchase price. His (purchaser) actions implied a ratification of the sale as made because he did not, even within or after the warranty period contained in the service contract, leave the equipment in defendant's (seller's) charge, or store it subject to defendant's orders." •